



The

Manufacturing Confectioner

AN ANNUAL SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



OCTOBER
1952

Shipping Board Circular
Manufacturing in Japan
What's Hot for Confectionery
& New Plans for 1953

cut coffee costs in half!



This headline is not just a trick claim to induce you to read further. It's a proved fact . . . *proved day-in and day-out by candy manufacturers everywhere!* COFFEE FORTE actually cuts coffee costs in half, yet gives candies a rich, cup-of-coffee *aroma*, as well as the full-bodied *flavor* that creates repeat sales! *You save 50% because COFFEE FORTE is double-strength!* You'd actually need twice as much pure dry instantly soluble coffee to build up the same degree of flavor. Yet COFFEE FORTE costs no more! Write, wire, phone . . . we'll tell you all about it!

AMERICAN FOOD FLAVORS
For Cream Centers
& Hard Candies

VANILLA EXTRACTS
(Pure & Concentrated)
FRUIT FLAVORS
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The peak in flavor perfection! Yet Alva flavors are soundly designed by an organization of capable food chemists whose knowledge, experience and facilities are unmatched. An Alva flavor is perfection in flavor and technically right in the product for which it is recommended.

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Perhaps you'd like a copy of our new Flavor Catalog, too. If so, just ask for it.

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The Manufacturing Confectioner

READ WHEREVER CANDY IS MADE

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COVER: Jurie Smith and Nate Scher work on a hard candy batch
in Frederick & Nelson's new Seattle candy plant.



Pioneer Specialized Publication for Confectionery Manufacturers-Management, Production methods, Materials, Equipment, Packaging, Purchasing, Sales, Merchandising.

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wholesome flavors...
from Apple through
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with confidence...
Strawberry • Peach • Tutti
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other flavorful favorites

...and when
it comes to
Chocolate flavoring,

try

- PURE VANILLA**
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Confectioners' Briefs

• D. L. Clark Co. has begun to receive bulk sugar shipments in a fleet of hermetically sealed railroad cars. The specially built cars were developed jointly by the Clark company and Revere Sugar Refinery of Boston in cooperation with the J. C. Corrigan Company. Each car has a capacity of 100,000 pounds, is fully lined and insulated. Loading and unloading is accomplished mechanically.



Pictured along side a freight car especially designed to permit bulk shipments of cane sugar by rail, are officials of the companies which financed and engineered the new shipping development. (l-r) J. C. Bertuccio, sales manager, J. C. Corrigan Company; Ernest H. Moore, sugar broker and economist; John A. Seibert, director of purchases, the D. L. Clark Co.; David L. Clark, Jr., president of the D. L. Clark Company; Robert H. Johnson, plant manager, D. L. Clark Co., and Vincent Larkin, vice president in charge of sales, Revere Sugar Refinery, Boston.

• Quaker City Chocolate and Confectionery Co., Inc., has the biggest star-endorsement newspaper campaign in history lined up this Fall. "Good and Plenty" candy's praises will be sung by Bing Crosby, Betty Hutton, Charles and Virginia Mayo. This is a natural follow-up to the Company's Spring advertising campaign using TV personalities.

• Peter Paul will soon be merchandising their famous Mounds in miniature size as boxed chocolates. They will be packaged in red and white flat boxes with cellophane window. According to John H. Tatigian, president, the new package should be available throughout the country early this Fall.

• Sierra Candy Company held its three-day annual sales meeting early in August in the firm's headquarters in San Francisco. The big theme of the meeting was candy merchandising, and in the words of Sales Manager Tom Swan, who summar-

(Please turn to page 8)

Giant at your service

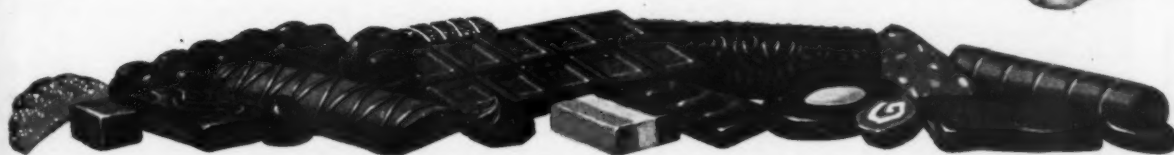


When you select a source of supply for your confectionery needs you must be sure of its dependability. Your business, your sales and profits hinge upon swift, reliable delivery of raw materials . . . at the right price and at the right time! An ever-growing list of important confectionery concerns are finding that today, more than ever . . . it is good, sound business to buy from Staley. The vast, multi-million dollar 382 acre Staley "factory city" is your assurance of dependable, top quality confectionery supplies. Call your raw material supplier or write direct for details about the many advantages of buying from Staley.

A. E. STALEY MFG. CO., Decatur, Illinois



LOOK TO STALEY
FOR THE BEST IN BASIC
CONFECTIONARY INGREDIENTS



sales clinching

***Chocolate
Coatings***

HOOTON

a steady flow
of goodness to
large and small
candy makers
since 1897 •

buy Hooton good-
ness for continued
satisfaction •

- coatings
- liquors
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HOOTON CHOCOLATE CO.

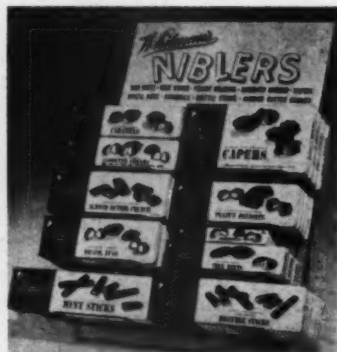
Fine Chocolate Since 1897

NEWARK 7

NEW JERSEY

Confectioners' Briefs—(continued)

ized the meeting: "Candy is today the greatest of impulse buying products. People always want something to nibble on, and candy is definitely dandy to supply this need. Our survey proves, however, that retailers who are alert to the fact that candy is an 89% impulse buying item, and will put the right effort of display and merchandising back of their candy departments, are reaping tremendous additional sales."



• **Stephen F. Whitman & Son, Inc.** has added a complete new line to start off the big Fall and Winter selling season. Known as Whitman's "Nibblers," there are ten favorites, each individually packaged in attractive pastel green and

chocolate brown boxes. The specialty is illustrated on the box top. To assist in merchandising "Nibblers," Whitman's have made available a double counter stand with an eye-catching sign attached.

• **Spangler Candy Co.** now has 45 men carrying samples of the Spangler line. The latest to join the force is Jesse Hamburger, 826 W. Cobbs Creek Parkway, Yeadon, Pennsylvania. He will be the representative for metropolitan Philadelphia and the New Jersey area.

• **Confectionery Works** (manufacturer of confectionery and candies, such as dragees, wrapped bonbons, Vienna bonbons, rolls, "Dolly" mixture, and dew drops) 67, Oude Wouwebaan, Bergen op Zoom, Netherlands, desires to manufacture under United States license in the Netherlands, American-type confectionery.

• **Chase Candy Co.** has recently completed plans for a special drive to sell more candy through food stores. At meeting of company officials with all managers of Creasey Co., wholesale grocery chain and major distributor of Nutrine brand candies, groundwork for the drive was laid.

• **Odense Marcipanfabrik A/S** (manufacturer, exporter, importer), 1 Vesterbro, Odense, Denmark, seeks United States market and regional agents for 50 tons or more monthly of Marzipan (almond paste), made from almonds and sugar, packed in 28 or 10-pound wooden boxes, or in 1-pound cartons, attractively colored. Samples furnished by Danish firm on request.

• **Loft Candy Company** has opened a new shop at 37-66 82nd Street, Jackson Heights, Long Island, New York.

• **Bio-Gum Laboratories, Inc.**, a division of Topps Chewing Gum, Inc., has introduced "Clor-Aid," a new 10 cent candy-coated chlorophyll gum. Each package contains 12 tablets.



the DOLCO® 5200 FLAVOR LINE

sells your

all-day suckers

all year 'round

You buy materials, labor, packaging, advertising and a host of other ingredients. But only **one** consideration brings your first-time customer back again — How did your product taste!

Good taste alone compels repeat business...and providing the essentials of good taste — **FINE FLAVORS** — is the business of D&O.

The Dolco 5200 Flavor Line adds this indispensable ingredient to your hard candies, fondants, creams, gums and jellies. **STRAWBERRY, GRAPE, CHERRY, BANANA, PEACH, PINEAPPLE** and 14 other top-notch flavors... All day long and all year 'round Dolco 5200 Flavors add **good taste** to your product and **good customers** to your books.

Ask for new flavor catalog.
Trial quantities on request.



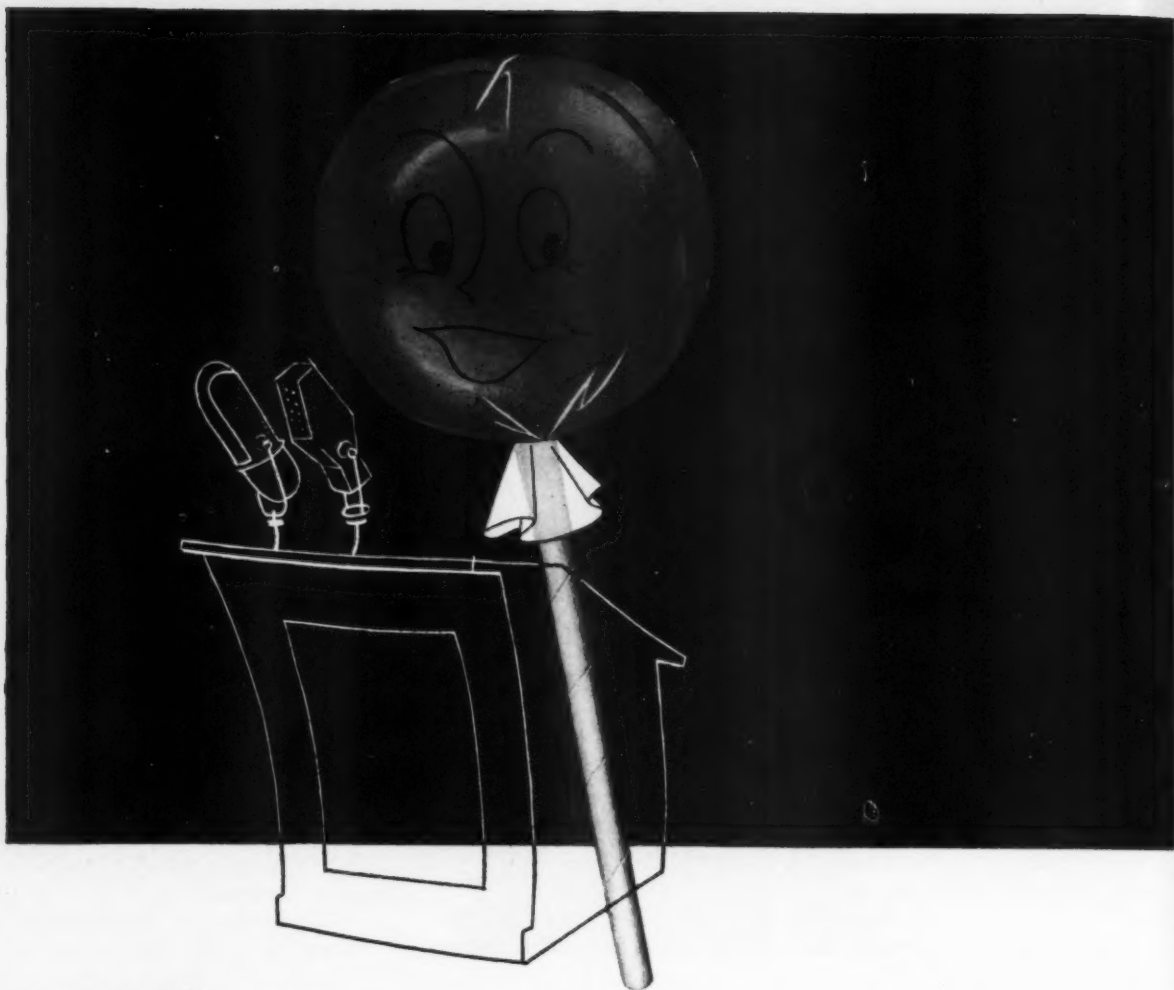
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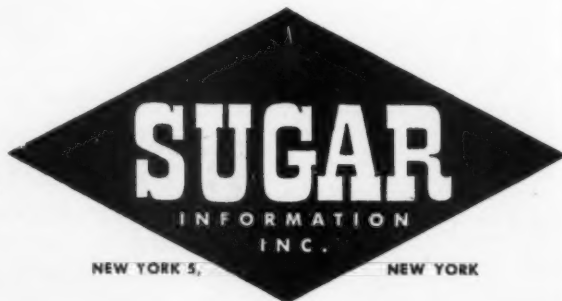
CANDY made with sugar[®] has always been preferred by an overwhelming majority of the nation's consumers. Sugar leads in quality—in value—in complete consumer satisfaction. No sweetening agent has more ardent supporters among America's consuming public.

Furthermore, sugar is economical. It gives you 25 to 50% more sweetening power—is easier to use—requires no special handling or storage.

Put your product on the sugar bandwagon and watch sales really roll!

For up-to-the-minute facts explaining why sugar is the safest, most effective, and in the long run the least expensive sweetening agent you can use, write Dept. H.

[®]Sucrose—cane and beet sugar.



THE MANUFACTURING CONFECTIONER

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As a result of development by chemists that has many products made of the high stability of this first. Lite chemicals search for and at least specific a developed

Never before all phases no distortion Study can ingredients Felton co. No all phases no distortion Study ingredients Felton co. Never before all phases

Tell which Felca send samp

for C

FELCAFÉ, FELTON'S NEW COFFEE IMITATION, ACCLAIMED COAST TO COAST!

Conclusive Tests by Manufacturers of a Wide Variety of Products Prove Its Advantages in Flavor, Aroma and Economy

As a result of several years of research and development, Felton Chemical Company chemists have produced a new coffee flavor that has revolutionized the use of coffee in many products. Candy, ice cream and baked goods manufacturers have long been aware of the handicaps presented by the lack of stability of coffee flavor concentrates, and it was this problem which Felton tackled first. Literally hundreds of new chemicals were isolated in the search for proper ingredients, and at least fourteen new specific aromatics were developed.

Never before all phases of no distortion for Study carefully ingredients were Felton contributed to Never before has all phases of suc

no distortion found in any of the products Study carefully ingredients were Felton contributed Never before all phases of no distortion



outlined in the most important campaign by doing matter are the products outlined in the most important campaign by doing matter are the products outlined in the most important campaign by doing

75 Times Stronger Than Coffee

Felcafé has been found to be at least 75 times stronger than coffee, and its economy is quickly obvious to any manufacturer. Thousands of batch tests have been made, not only by Felton, but by manufacturers using flavors, and based on the commercial conditions of manufacture in the candy, ice cream, dessert, beverage and extract fields. Felcafé has proven its record-breaking economy.

Will Not Cook or Freeze Out

Felton's unusual flavor is non-volatile, and its stability eliminates any worry about cooking off or freezing out. Neither does it oxidize or become rancid.

Candy Manufacturers Applaud Advantages

Felcafé retains its full-bodied flavor in Hard Candy, Toffee, Caramels, Fudge, Soft Centers, Creams and Fondants, Marshmallows, Gum, Starch Jellies, Chocolate.

Ideal for Foods and Desserts

Popular coffee flavor can now be successfully applied to Ice Cream, Ices and Sherbets, Packaged Ice Cream Mixes, Puddings, Syrups, Beverage Concentrates, Gelatin, Pie Fillings, Cake Fillings, Icings, Toppings, Sandwich Fillings, Carbonated Beverages, Extracts.

Versatility of New Flavor for Pharmaceuticals

Coffee as a flavor for pharmaceuticals can be a big factor in the success of all kinds of products such as Pharmaceuticals, Lozenges, Troches, Vitamin Tablets, Cough Syrup, Elixirs.

Write For Samples of This Amazing Coffee Flavor

Tell us about the products in which you would like to use Felcafé. We will be happy to send you directions and liberal samples for testing.



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SALES OFFICES: Atlanta • Boston • Chicago • Dallas • Philadelphia
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superior fruit flavors

polak's frutal works, middletown, n. y.

represented in all principal cities
in the United States
and throughout the world

ESSENTIAL OILS
PERFUME BASES
AROMATIC CHEMICALS

triple threat to Bugs



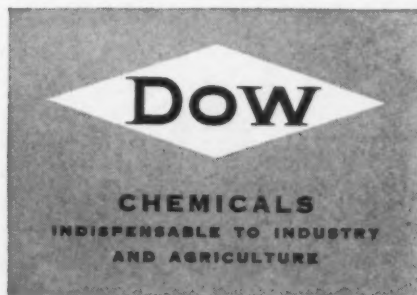
Bugs *can't win* when they're opposed by Dow's trio of proved pesticides—Dow Methyl Bromide, Dowfume EB-15 and Dow Mill and Bin Spray. For perfect teamwork, get ALL THREE into your battle for a clean plant. They work together to fight infestation THREE WAYS. Ask your fumigator about:


1. **DOW METHYL BROMIDE**—the old standby for space fumigation in food plant or warehouse . . . for fumigating incoming materials in the box car . . . for fumigating small lots of questionable materials in your vault or under a tarpaulin.
2. **DOWFUME EB-15**—for machinery and spot fumigation to prevent insect build-up.
3. **DOW MILL AND BIN SPRAY** (containing Lindane)—the residual spray that helps prolong the effectiveness of your fumigation.

Ask us about the source of this all-around service in your locality.

THE DOW CHEMICAL COMPANY
Midland, Michigan

New York • Boston • Philadelphia • Atlanta • Cleveland • Detroit • Chicago
St. Louis • Houston • San Francisco • Los Angeles • Seattle
Dow Chemical of Canada, Limited, Toronto, Canada





CLIMB ABOARD THE MM&R CANDY SPECIAL

SWEETER PROFITS when you make your candies with **MAGNA FLAVORS**.

Candy-makers everywhere agree that their premium-quality and natural goodness give all candies that "I-want-another-piece" appeal.

So, climb aboard the **MAGNA FLAVOR TRAIN**, get on the track to sweeter profits. Ask for information and prices on all 28 **MAGNA FLAVORS** — all high in quality, modest in cost.

Current favorites are **MAGNA BUVAN** — a tempting, sales-stimulating blend of butter and vanilla flavors — and **MOHAWK PEPPERMINT OIL**, redistilled and triple distilled, U.S.P.

Ask the **MAGNA** man.

25
FAMOUS
MAGNA
FLAVORS



Magnus, Mabee & Reynard, inc.

Since 1895 ONE OF THE WORLD'S GREATEST SUPPLIERS OF ESSENTIAL OILS
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Thanks to you

it's **flo-sweet's** 25th Birthday

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REFINED SYRUPS & SUGARS, INC.

—the only refinery serving industrial sugar users exclusively

Yonkers 1, New York



Flashbacks

to October, 1927



THE first editorial comment 25 years ago this month was on the value of human experience. In other words, how to do things better by taking advantage of the other fellow's accomplishments. Such accomplishments are reflected on the pages of THE MANUFACTURING CONFECTIONER for the benefit of its readers.

THREE editorials warned the industry on three important phases of operation. "The Battle of the Giants" discussed the inevitableness of consolidations and mergers; "The Old Wailing Place" brought to light the modern version of the ancient wailing place as being the luncheon clubs and business men's associations, and warned of the contagion of pes-

simism when the going becomes rough; "Waste!" described the enormous flood which cut the difference between profit and loss, and urged discontinuance of uneconomic and archaic systems and machines.

OUR Candy Critic had quite a lot to say on the subject of checking the quality of the candy output. Examination and inspection of unpacked as well as packed merchandise all along the production line and even beyond is a mighty important thing to the candy manufacturer, if he wants to insure his sons that he will have a business to pass along to them.

THE government chemists presented through our pages the complete data, methods and procedure on how to prevent bursting fermentation in chocolate cream goods. This was the result of more than a year of fruitful research and study work.

UNCLE SAM entered the candy stage in Part II of "Forty Centuries of Sugar and Candy." Strangely enough it was the Indians in this country who first used maple syrup for sweetening, but it was the Pilgrims who refined the sap and obtained the white sugar so nearly like that previously made only from cane. The brown, or less refined sugar, was used for their candy. One of the assigned causes for the revolt of the Colonies against England was the fact that the Colonists objected to the shipping of sugar supplies to England to be refined and then having the product returned. The demand for more and cheaper sugar once again forced nations into conflict.

TRANSLATED from an original German manuscript and formulas prepared especially for our publication, we presented a practical discussion on "Cordial Centers" from a Viennese "Meister" of the Old School. Many kinds of cordials were discussed as well as detailed information on how to prepare material and equipment for making these delicious candies, which are so popular in Europe, but, the writer felt, were being neglected by candy makers in this country.

IT'S THE LEVULOSE IN NULOMOLINE®

. . . that retards drying of fudge, marshmallow, cast and rolled creams, Easter eggs, jellies, coconut work, and grained nougat—

. . . that checks graining of caramels, taffy kisses, chewing nougat, and other chewing candies.

CANDIES FOR QUARTERMASTER'S SPECIFICATIONS . . .

Replace part of the granulated sugar with NULOMOLINE (standardized invert sugar), with the understanding that the term "sugar" in the specifications includes invert sugar of the grade customarily used in good commercial practice.

BALANCE YOUR FORMULAS with NULOMOLINE FOR DOMESTIC AND OVERSEAS CANDIES

. . . its high levulose content will protect and preserve your candies . . . they will look well, "eat" well, and keep well . . . during storage, shipment, and until sold and consumed.



USE NULOMOLINE, THE PIONEER STANDARDIZED INVERT SUGAR . . .
used by candy makers for over 30 years!

Avoid transportation delays—
order your supplies now!

THE NULOMOLINE DIVISION AMERICAN MOLASSES COMPANY

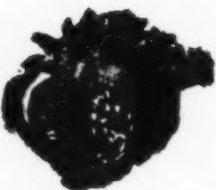
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FLAVORING
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Whether you need pure, highly concentrated essences of the natural fruit, or close-to-nature synthetics expertly blended, you'll find H. Kohnstamm's Atlas Flavoring Materials are superior.

**MAKE
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See for yourself how our flavoring materials add that extra sales-appeal to your product. You'll also find them economical to use. Write for details.



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Southern Belle Pecans are tastier, crunchier, more flavorful. They are shelled, cleaned, graded and sorted by modern machinery under our exclusive process.

Try Southern Belle Pecans in your next batch . . . your SALES will notice a difference! Order from our full range of sizes of pieces and halves. Write for name of your nearby broker.

Here's Why:

Just watch that consumer.

One crunchy bite . . . a pleased grin. "Man, that's candy!"

It took fine ingredients, skilled processing and top packaging to produce that grin and that comment about your candy . . . and QUALITY pecans helped!

With all the other fine ingredients you use, don't be satisfied with less than the best quality pecans. You'll find they make a big difference in making pleased grins . . . increasing your sales.

Yes, the result of a pleased customer is a happy retailer, a delighted jobber and—above all—you'll be happy, too!



135 EAST

CEVALLOS STREET • SAN ANTONIO, TEXAS

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*Manufacturing
Confectioner*

OCTOBER, 1952, Vol. XXXII No. 10

OVERHEAD MAY SMOTHER PROFITS

by FRANK BUESE

A. T. Kearney & Company

PROFITABLE operation depends to an important degree upon profit planning. Control of material, labor and distribution costs have been discussed in previous issues.

Yet, conservation in these expenditures is not alone enough to insure a favorable end result. Overhead may absorb so much of the company income that no profit remains. Limitation of overhead expenditures is a recognized factor in keeping in the black.

What Is Overhead?

Overhead comes into the business before sales begin with the rental of space, the employment of a foreman or the purchase of a machine. As the business grows, the burden becomes larger and more formidable. Overhead may be comprehensively defined as all business expenditures except the material and labor assignable to each product. Accountants divide overhead into the following broad classifications.

1. Manufacturing expense—made up of costs incurred in owning and maintaining a factory and directing its activities. Included are materials, wages and salaries which cannot be charged to a specific product, purchased services, fixed charges and all other manufacturing costs except raw materials, packing materials and direct labor.

2. Selling, advertising, warehousing and shipping expenses which were the subject of the May, 1952 installment possess many of the characteristics of overhead which are considered here.

3. General and administrative expenses—those incurred by the necessity for an office staff and executives to guide the enterprise.

4. To the traditional overhead items, there has been added during the past 20 years a class of expenses which

are known as "fringe benefits." These are the expenditures for the welfare of employees. They include vacations, old age benefit taxes, unemployment insurance taxes, premiums for life, accident, health and hospitalization insurance and contributions to pension funds. Such welfare expenditures may be as much as 15% of the payments to employees. They are not confined to hourly paid wage earners, but are incurred as well for office workers, executives, supervisors and salesmen. The amounts continue to grow. They constitute a substantial sum, which should be anticipated in determining the profit margin of the product.

5. Real estate and personal property taxes are normally included in the overhead costs already named. Income taxes are paid from the company earnings which remain after deducting all other expenditures and charges from sales income. This necessary accounting procedure does not make income taxes any the less a cost. The levy on

This article on Overhead Costs has been added to the first four to complete the series on cost control prepared exclusively for The MANUFACTURING CONFECTIONER by A. T. Kearney & Company.

"Profits Through Cost Control," August, 1951

"Material Losses vs. Profits," November, 1951

"Labor Costs and Profits," December, 1951

"Are Distribution Costs Squeezing Profits?" May, 1952

These five articles will be published in pamphlet form and distributed by The MANUFACTURING CONFECTIONER. Copies will be available shortly and may be obtained by writing our office, 418 North Austin Boulevard, Oak Park, Illinois.

profits constitutes an expense in the same way as property taxes. Both reduce the proceeds available for reinvestment in the business or for dividends to stockholders. The return on investment is determined by the amount remaining after all taxes including those on income. With income taxes absorbing about half the pre-tax profit, a 5% return on net worth will require a pre-tax profit which is approximately 10% of net worth.

The characteristics of overhead costs are similar irrespective of accounting classifications. Control and reduction of those costs are a vital part of efficient planning, and the following ways and means are presented for consideration:

How Do Overhead Losses Occur?

When the estimated price of a product is computed, it includes an amount for overhead expense. Suppose this is 10¢ per pound. If the plant output for a year is 10,000,000 pounds and the total of all overhead is \$1,000,000, the actual expense will equal the amount anticipated (10,000,000 pounds @ 10¢). The overhead is then said to have been completely "absorbed."

A symptom of excess overhead costs is the failure of output to absorb all the overhead. In the foregoing example, if production drops 10% to 9,000,000 pounds but overhead drops only 5% to \$950,000, then \$50,000 will be "unabsorbed." The latter figure is the amount by which pre-tax profits will fail to reach their objective.

Obviously, if production reaches 10,000,000 pounds but overhead expenditures creep up to \$1,050,000, \$50,000 will also have been taken from profits.

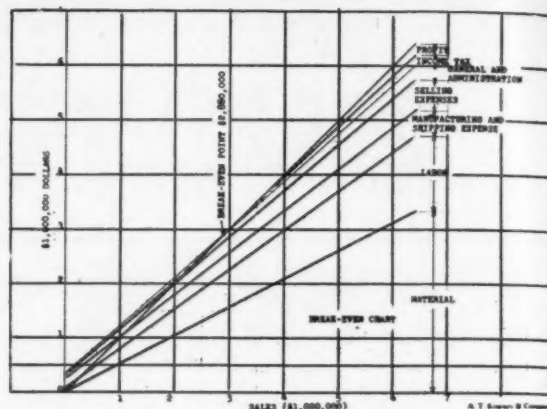
A happier circumstance prevails when output exceeds the objective or overhead is below the anticipated sum. The burden is then said to be "over-absorbed" and profits are correspondingly larger than planned.

The elementary nature of the illustrations does not invalidate their use in demonstrating that control of overhead is the art of balancing overhead expenditures with the actual volume of business. A major obstacle to this accomplishment is the inflexibility of many expenses.

These simple computations reveal a characteristic which distinguishes overhead costs from direct material and labor—the latter two elements normally vary directly with output, whereas many overhead costs do not. Certain expenses (ordinarily called "fixed charges") continue even when the plant is idle and vary not at all with output or sales volume. Included are depreciation, local taxes, interest charges and property insurance premiums. At the other extreme a few expenses may vary directly with the volume of business; for example, the wages of truckers serving producing departments.

Between these extremes are expenses which may vary in some degree with volume. In this category are expenditures for power, fuel, water, maintenance and clerical salaries. Still other expenses vary in steps. If the company is not prospering, it may carry salaried employees or executives on the payroll for a period but may be compelled gradually to release them. Conversely, as sales grow, the company will not immediately add staff members or other salaried employees. However, it will eventually become necessary to do so in order to keep pace with the volume of the business.

The prime aim in keeping any expense in line with business volume should be to balance the actual out-



lay with that contemplated in setting the standard costs. The lack of variability with volume indicates that careful planning is necessary before the company is committed to an expenditure. In such planning the break-even chart is a useful device.

Break-Even Point

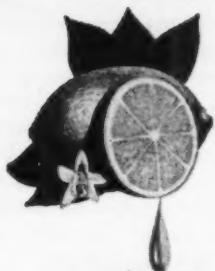
The difference between the sales income and the corresponding costs at any volume of business will be either a profit or a loss. If the sales are greater than the total of all expenses, a profit ensues. However, at some volume the total of expenditures will equal the total income from sales, and if sales drop below this point, the company will lose money. This volume of sales is known as the "break-even" point. If the only costs of doing business were those of raw material and direct labor, the break-even point would be zero. A profit would follow immediately as soon as any amount of business was done, assuming that the expenditure for labor and material did not exceed the selling price. In practice, however, since overhead enters even before production begins, it may be said that overhead is largely responsible for the location of the break-even point. If the amount of inflexible overhead with respect to sales is large, the break-even point will be high, and a relatively small reduction in sales will eliminate profits. If the inflexible overhead constitutes a small proportion of the total income from sales, the break-even point will be low. Sales may then drop off substantially before reaching the point where losses begin.

The accompanying chart illustrates a representative break-even point. Careful planning and operating to secure a high output per overhead dollar will result in a lower break-even point than if commitments are carelessly made. A break-even chart should be constructed by each company when it is selecting the optimum volume of operation.

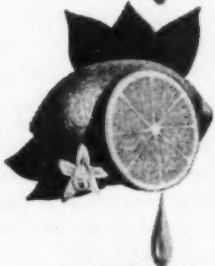
It is equally important to keep the chart up to date because changes in price levels, wage rates, or other factors may radically change the location of the break-even point.

Prevent Overhead Before It Happens

Certain overhead charges are not reducible except by basic changes in fixed assets. Included are depreciation, taxes and interest. Unwieldy overhead costs, too large for sales volume, are often due to a plant too large



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PRODUCTS DEPARTMENT
ONTARIO, CALIFORNIA

Producing Plant:
Exchange Lemon Products Co.
Corona, California

(Example)
OPERATING REPORT
FOREMAN—JOHN SMITH

DEPARTMENT 87				
WEEK ENDING July 12, 1952				
Gain or (Loss)				
Description	Standard	Actual	This Week	Year To Date
Direct Labor	\$1,312	\$1,331	\$(19)	\$427
Supervision	187	177	10	(98)
Indirect Labor	108	93	15	52
Overtime	39	43	(4)	(67)
Sub-Total	\$1,646	\$1,644	\$ 2	\$314
Material	6,723	6,589	134	247
Supplies	75	89	(14)	36
Scrap	134	110	24	(78)
Total	\$8,578	\$8,432	\$146	\$519

for sales volume. Here prevention is far superior to any belated remedy. This requires balancing the plant size with anticipated sales and then operating the plant at high productivity to secure the needed output with minimum investment. If the size of the plant is already too large for the volume of sales, the problem can be solved in one of three ways:

1. By increasing prices.
2. By increasing the sales volume to a point which will bear a reasonable relationship to the size of the plant.
3. By reducing the size of the plant.

In normal periods, as all candy executives know, prices are largely determined by competition and therefore are not usually subject to upward correction. Increasing the volume of sales will not be effective in improving the profits of the company and absorbing the plant overhead unless the margin or "mark-up" between the factory cost and the selling price can be maintained at a level which will continue to yield a profit on the individual product. Obtaining increased sales volume by unwarranted price reductions will not solve the problem of eliminating losses or increasing profits. Reducing the plant size by renting or selling a portion is often physically impractical.

The likelihood of finding all three of the foregoing remedies for high fixed charges unsatisfactory emphasizes the desirability of realizing all practical volume from the present plant. However, after the existing plant is producing at practicable capacity, additions to facilities may be completely justified. To fail to make such expansion may stagnate the company's growth or prevent its technological progress. Enlargement of a plant may add to the profits of the company in several ways such as:

1. Increased volume of business which will return larger dollar profits to the stockholders.
2. Reduction of costs by eliminating rented space or reduction of handling costs.
3. Improvement in quality by permitting longer cooling tunnels or other modernized facilities.

Commitment to such a project can be made more confidently if the following matters are first given careful consideration:

1. The construction cost. It is often greatly in excess of the amount anticipated when the project is in the talking stage.
2. The expense of moving into the new structure, the restriction of operations during the change, and other non-recurring but substantial costs.
3. The annual fixed charges resulting from the added asset.

4. The probable reduction of costs from the addition. This estimate should be realistically conservative.

5. The probable increase in volume procurable with larger facilities.

6. The probability of increasing output or reducing costs in existing facilities thus eliminating the need for the addition. Accomplishing this by standards of productivity, improvement of operating methods and incentives was discussed in the December, 1951, installment. Several successful confectionery producers are those who secure high output per dollar of assets and per square foot of floor space.

7. The effect of income taxes in partially offsetting both costs and savings.

When construction has been completed and the bills have been paid, the adverse effect of increased fixed charges on profits can be avoided only by:

1. Realization of the anticipated savings.
2. Increase in profit from larger volume.

Hence the earlier observation that the best time to control fixed charges is before they occur.

The principles outlined apply to the selection of equipment as well as to buildings. High output per dollar invested and low upkeep costs are a profit protecting combination. Careful investigation prior to making commitments will help in keeping overhead low in proportion to output delivered. The far-sighted executive will bear in mind also that savings decline if sales fall, but that added fixed charges continue unabated.

Plant Layout

Supplemental to buildings and machinery selected for economical production, an important cost factor is the arrangement of the equipment in the plant. The technical term for this is "plant layout." A good plant layout will provide adequate area for each piece of machinery without waste of floor space. It will minimize handling of material and product between operations and storage, and will permit future changes with a minimum of rearrangement.

In progressive plants layouts are likely to be improved frequently and the plans should be kept current. Good ideas for plant arrangement will be stimulated in the minds of executives, supervisors, and engineers by maintaining the layout in template form. The templates are secured to floor plans of the buildings by pins or adhesive so that rearrangements can be easily made and the results visualized.

Fitting the Organization to the Size of the Business

The organization structure is somewhat more easily adjusted to the size of the business than are inanimate machines and buildings. Nevertheless, the payroll of executives, staff workers, supervisors and clerical workers should be limited by preventing the organization from becoming larger than is warranted by the sales volume of the company.

The organization should be planned as carefully as the building. Too few persons in organizations result in spreading the work of executives so thinly that they cannot give each function the attention it deserves. Too many positions in an organization cause unnecessary expenditures. In a very large company a considerable num-

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ber of staff workers such as time study men, cost accountants, laboratory technicians and the like will be employed. Several echelons will exist between the President and the hourly paid workers. The large volume of business not only warrants such an organization structure, but makes it essential today to profitable operation. On the other hand, a smaller company with perhaps less than 100 employees will combine several functions in one person. There may be only one level of authority and responsibility between the chief executive and the hourly paid employees, but the organization is adequate for the amount of business.

The plan of organization should be reviewed frequently and expanded or contracted to meet the long-term changes in business trends. It should provide for each essential job in the company without excessive numbers of people. It should include a clear-cut definition of responsibility for each function and the lines of authority necessary to discharge those responsibilities. With such a plan properly executed, the correct number of persons will be provided for the volume of business which the company enjoys.

The plan of organization should be one of the factors in compiling the permissible salary expense. It should be recognized that skimping on salary overhead in the staff, supervisory and executive positions may often be unwise. Increases in personnel at times may be justified by control of quality or reduction of costs. Examples of such additions are industrial engineers, budget supervisors and chemists. Mere reduction is not always the answer to disproportionate overhead outlay. It is equally important for the manager to get his money's worth from his investments in fixed charges, salaries and other expenses.

Control Essential to Realize Profit as planned

Fixed charges on plant are not readily reducible. Neither are they likely to increase substantially without capital additions. This is not so with many other overhead costs. Organization may have been tailored to the size of the business, but without careful attention it may grow gradually and costs with it. Without frequent review, maintenance, supplies, receiving, storage, shipping, trucking, cleaning and clerical expenses are almost certain to rise. In keeping such expenses from absorbing more than their share of the sales income, the following measures are often effective:

1. A sales forecast becomes the basis for planning both production and expenditures.
2. All overhead expenses are budgeted.
3. Executives and supervisors who can control the various expenditures receive timely reports comparing actual expenditures with budgets.
4. Executives and supervisors are made fully aware of the importance profitwise of keeping overhead expenses within budgets. They, therefore, take action necessary for control.

Probable sales should be estimated for at least 30 days in advance on staples and for the entire season on seasonal products. A sales forecast should be reviewed and revised monthly or more frequently as seasons near their end. The prediction of sales becomes both the task to which the sales department has set itself and the authorization for the factory to produce the specified quantities

of product. It does not give the plant authority to produce the total quantities immediately. It does, however, determine the rate at which production should proceed in order to supply the necessary merchandise in time to meet consumer demand. This projected production rate determines the rate of expenditures for that portion of overhead which varies in relation to output.

Budgeting Expenses

Budgets are an effective means of controlling many overhead expenses which vary to some extent with volume. A budget consists of a projected plan of expenditure which varies to the extent practicable with the sales volume or plant output. It should not be an inflexible prediction of the amount to be spent. Rather it should consist of a fixed portion which is independent of volume and a variable portion which will vary directly with volume. Power costs are an example wherein a demand charge is incurred regardless of the amount of electricity and additional charges are made for the current consumption.

Fixed and varied budgets may be established by studying past history and estimating reasonable expenditures for the various levels of output or sales. The control of indirect labor by standards was suggested in the installment on labor costs (December, 1951). In larger companies an individual may well be assigned exclusively to direct the budgeting function. In smaller companies it may be a part time job for an accountant or engineer.

Cost Reports

As in the case of material and labor, those who can do something about keeping overhead costs within bounds should receive periodic reports of the actual outlay compared with the budget. Such reports should be supplied frequently. They should include only those items which the supervisor or executive can control. For example, a report to a foreman should not include items of depreciation, taxes, interest charges, or others on which he can effect no reduction. The report should include indirect labor, supervision, supplies and scrap losses. Such a budget or operating report is illustrated on page 20. The over-all budget of the company for which the chief executive is responsible should cover all expenses including those which only the major executives can control.

Summary

The discussion may be summarized by saying that overhead which is too high for the sales volume will dissipate the profits which correct material and labor costs have generated. Therefore, overhead costs must always be controlled. Often they must be reduced. At times the sales volume should be increased. Occasionally both an increase in overhead and an increase in sales volume will improve the company's profit plan. Prevention of burdensome fixed charges requires careful planning of facilities before making commitments. Control requires effective budgeting with prompt reports comparing actual expenditures with standards. Success in control depends ultimately upon executive action.

No element of cost can safely be omitted in planning the profit for the enterprise. Expenditures for material, labor, distribution or overhead can, if uncontrolled, destroy the profits which the business is designed to produce.

IMPROVING CANDY

with EDIBLE MONOGLYCERIDES

by **CHESTER F. MOCULESKI**

*Technical Representative
Glyco Products Co., Inc.*

FATTY acid esters, such as glyceryl monostearate, have been used for a number of years in the food industry, in bread, cake, high ratio shortening, peanut butter, ice cream; and, more recently, they are being incorporated in candy for the improvement of texture, greater ease in processing, better dispersion of oil flavors, prevention of sticking, and easier chewing properties. This paper describes the properties of the monoglycerides and their function in candy.

Properties

Monoglycerides are derived from edible fats and oils and include such products as glyceryl monostearate, glyceryl monooleate, and glyceryl monolaurate. Each of these products is commercially available as: (1) a readily dispersible in water or self-emulsifying type; (2) a non-self-emulsifying type. Although these esters are known in the trade as monoglycerides, that is, glyceryl monostearate, glyceryl monooleate, etc., in a strict technical sense they are mono- and diglycerides. The products as supplied consists of glyceryl monostearate and glyceryl distearate, etc. Their physical properties are listed in Table I.

Where taste is concerned, the stearates are the most bland of these esters, the oleates falling next in line, while the laurates are somewhat bitter as to after-taste and should therefore be used in extremely small amounts (parts per million) or only in foods exhibiting a sharp taste.

Mr. Chester F. Moculeski, a native-born Chicagoan, received his B. S. Degree in Chemistry from the University of Chicago in 1939. He is presently serving as Technical Representative for the Glyco Products Co. of Brooklyn, New York, manufacturers of emulsifiers and surfactants, extensively used in the food industry.

The functions of the glyceryl esters are as follows:

1. Emulsifiers or blending agents
2. Lubricants for non-sticking
3. Defoamers

The principal function of the fatty acid ester is that of a marriage broker—to promote a compatible marriage between fats and oils on one hand and water soluble materials on the other hand, distributing the oil or fat uniformly into the batch. This wedlock is accomplished through the solubility of the ester, at least to a degree, in both water and oil, the glyceryl portion of the molecule being water soluble and the stearate or oleate portion of the molecule being oil or fat soluble. Of course the extent of solubility of any individual ester in either water or oil will depend on the nature and ratio of the water soluble portion to the fat soluble portion. For guidance in the use of these, the Candy Technologist can divide his ingredients into water soluble and oil soluble categories as follows:

<i>Water Soluble</i>	<i>Oil Soluble</i>
Water	Oils
Sugars	Flavors
Corn Syrup	Shortening
Starch	Butter
Dextrin	Peanut Butter
Glycerine	Cocoonut Butter
Cream	
Flour	
Fruits	

The fatty acid esters permit easier mixing of the products listed in the first column with those listed in the second column and help prevent their separation later.

Glyceryl monostearate exhibits lubricating properties which combined with its relatively high melting point (140° F.) permits its use as an anti-sticking agent.

The laurates are effective as defoamers in processing. However, their use is limited by their bitter taste. This property of defoaming is also exhibited by the stearates, but to a lesser degree.

TABLE I
PHYSICAL PROPERTIES OF GLYCERYL FATTY ACID ESTERS

ESTER	TYPE	Specific Gravity at 25°C	MP°C or Solidification Point °C	Free Fatty Acid%	Saponification Value	Water	Ethyl Alcohol	Vegetable Oil
Glyceryl Monostearate	Non Self-Emulsifying (Aldo 33*)	0.97	57-61	<2.5	160-165	Disperses Hot (150°F)	Soluble Hot	Soluble Hot (150°F)
Glyceryl Monostearate	Self-Emulsifying (Aldo 28*)	0.37	57-61	<5	135-145	Disperses Hot (160°F)	Soluble Hot	Soluble Hot (150°F)
Glyceryl Monooleate	Non Self-Emulsifying (S-1096*)	0.95	26-30	<2.5	160-170	Non-Dispersible (Cold)	Soluble	Soluble
Glyceryl Monooleate	Self-Emulsifying (S-1097*)	0.94	<0	<4	142-152	Disperses	Soluble	Soluble
Glyceryl Monolaurate	Non Self-Emulsifying (S-1062*)	0.97	20-25	<5	194-204	Non-Dispersible (Cold)	Soluble	Soluble
Glyceryl Monolaurate	Self-Emulsifying (S-547*)	0.97	23-27	<10	175-185	Disperses	Soluble	Soluble

*Trade mark of Glyco Products Co., Inc., 26 Court Street, Brooklyn 2, New York

CARAMELS: Glyceryl monostearate contributes several improved properties to caramels, the most important being the prevention of sticking to cutting knives and to wrappers. In addition, this product promotes better working properties, produces a shortening effect which contributes to quicker mixing, and further imparts better chewing characteristics to caramel for it reduces the tendency to stick to teeth. The latter property has been utilized by chewing gum makers for some time. The difference in production rate with and without glyceryl monostearate has been well illustrated in one plant where a line using it was able to package 43 cases in a given period of time versus 25 cases packaged on a second line operating simultaneously using caramel without it. The amount of glyceryl monostearate used is from 0.5 lb. to 1 lb. per 100 lb. batch, and it is usually best to melt it and any fat used in the caramel together before addition to the batch. Otherwise, the glyceryl monostearate may be added to the batch before any addition of fat is made.

NOUGATS: Glyceryl monostearate is used in amounts of 0.1-0.25% in nougats for same purpose as in caramels.

PEANUT BRITTLE: Most manufacturers of peanut brittle are well aware of the difficulties encountered with sticking, especially if the product is manufactured during humid weather. The use of 0.5% to 1.0% of glyceryl monostearate overcomes this difficulty. Addition of the glyceryl monostearate is made near the end of the cooking period.

PEANUT BUTTER FILLINGS: Candy bar centers and candy fillings containing peanut butter or similar mixtures containing oil or low melting fat, may show a tendency for the oil to separate, especially during warm weather. The use of 0.2% to 0.5% glyceryl

monostearate on the weight of the peanut butter or similar filling helps prevent the separation of the oil and reduces stickiness during chewing. The incorporation of a 1 to 3% of a 25% water dispersion of glyceryl monostearate (Aldo 33 type) in peanut butter filling creates a firmness which lends itself to much better processing during enrobing. The 25% water dispersion is made by adding 1 part glyceryl monostearate to 3 parts water at about 200° F. with stirring which should be continued until the dispersion cools and sets to a smooth cream.

OIL FLAVOR EMULSIONS: Oil flavor emulsions made with gums, such as arabic, exhibit separation of the oil after a short period, two or three weeks, of storage. The use of 0.1% to 0.5% self-emulsifying (Aldo 28) type glyceryl monostearate prevents such separation, especially of citrus oils, and promotes uniform dispersion of the flavors in candy. However, the high melting point of the glyceryl monostearate will cause a degree of haziness in clear candies.

TAFFY: The addition of 0.5% to 1% glyceryl monostearate with the hard fats in pulled taffy candy improves its working properties during the manufacture. The finished taffy is smoother, less tacky and more chewable.

Suggested Uses

The application of the properties of the edible mono-glycerides to candy has resulted in economies and improved products. New uses for these products are being investigated and remain to be explored. They may be a solution to problems arising from difficulties in mixing and making compositions made of fats, oils, sugars, carbohydrates and water. In such applications, the best results are usually obtained by adding the ester to the fat or oil before mixing with other ingredients.

After Mr. Moculeski's presentation of this paper, given before the Chicago Chapter of the American Association of Candy Technologists, an active question and answer period followed. Some of the questions asked by the listeners and Mr. Moculeski's answers will be found on the following page.

THE YEAR'S MOST IMPORTANT PROMOTION

THE CANDY BUYERS' DIRECTORY

- ★ An **EXCLUSIVE** annual service for the professional candy buyers. This directory is the *only* published list of all wholesale candy manufacturers.
- ★ A **NEW** feature—a directory of candy brokers giving information on territories, lines, and other data valuable to the candy buyer.
- ★ A **POWERFUL** way to reach over 8,000 volume candy buyers through the *only* reference guide of candy manufacturers available to them.
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WHAT THE DIRECTORY IS

The Candy Buyers' Directory is the only published reference guide to all wholesale candy manufacturers that is available to the professional candy buyer. This reference data is divided into 4 main classifications—

1. The first section contains an alphabetical list of all wholesale candy manufacturers, their addresses, the name of their salesmanager, and a cross index to confectionery lines offered.
2. The second section is a complete product classification of all candy manufacturers, broken down into more than 65 general types of candy. Under each product heading will be listed all the wholesale candy manufacturers who sell that type of candy.
3. The third section is the trade name directory listing several hundred trade names used by candy manufacturers for their products. This is of tremendous help to buyers, who often remember a brand name, but not the company name of the manufacturer.
4. The fourth section is the Directory of Candy Brokers. Here complete information on most of the well known candy brokers is available. Here the buyer can locate manufacturers' representatives in his territory, determine the extent of the lines carried, and other useful information.

WHERE THE DIRECTORY GOES

The Candy Buyers' Directory is *the* reference guide for more than 8,000 professional candy buyers, who buy for:

Candy & Tobacco Wholesalers
 Wholesale Grocers
 Drug Wholesalers
 Food Chains
 Chain Drugs
 Variety Chains
 Department Stores
 Vending Operators
 Theatre Operators

These firms channel candy into over 1,843,000 retail outlets . . . operate over 25,000 trucks . . . maintain over 2,700 refrigerated warehouses . . . do business in all 48 states.

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 Amen
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Chase Candy Co.
Chunky Chocolate Corp.
Commercial Candy Mfg. Co.
Cresca Company, Inc., The
Curtiss Candy Co.
Drake American Corporation
Ferrara Candy Co.
Ferrara Confectionery Co.
Flavour Candy Co.
Goelitz Confectionery Co.
Gregg International, Inc.
Griggs Cooper & Co.
Heide, Inc., Henry
Heidelberger Confectionery Co.,
Inc.
Heller Candy Co.
Johnson Candy Co., Walter H.
Just Born, Inc.
Kimbell Candy Co.
Kopper's Chocolate Specialty Co.
Leader Novelty Candy Co., Inc.
Leaf Brands, Inc.
Lion Specialty Co.
Lovell & Covel

Maillard Corp., Inc.
Margarella, P.
Marlon Confections Corp.
McDonald Choc. Co., Mrs. J. G.
McGarry Nut Products, Ltd.
Melster Candies, Inc.
Melville Confections, Inc.
Merley Candy Co.
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Peanut Specialty Co.
Pearson Candy Co.
Pecher Lozenge Co., Inc.
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Schutter Candy Div.
Smiley Candy Company
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2. Listing of all his local
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cal listing.



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4. His firm name in bold
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in the product classifications.



5. Complete "year" long" ref-
erence value to over 8,000
Professional Candy Buyers in
their own handy buying
guide book.



6. Coverage of all these Can-
dy Buyers at only 1.7c per
buyer for a full page, the
lowest possible cost with the
longest "life" on the buyers
desk.

Only YOU Can Tell The Buyer

Buyers are only prospects of yours to the extent to which they know your company and its products. Of vital interest to the buyer is the size, reputation, and selling policies of your firm. The buyer must be informed of the items in your line, the unique character of your products, of the sales success of your goods in other markets.

In no case do we claim the Candy Buyers' Directory takes the place of a salesman, or a personal call. However, it can, and does, do a job that the salesman cannot. It is *always* available to the buyer just when he is looking for your particular type of product.

We list companies under type of product, such as "coconut goods," "Fancy chocolates," "Bars," "hard candy," etc., but only through descriptive display advertising can you give the buyer the detailed information on your company and its products that you want him to have.*

We further guarantee the readership of your advertising by placing it in, or facing, the section under which the product that you are featuring is listed.

*Tell him about your specialties, about your distinctive packaging, what merchandising material is available.

ADVERTISING RATES FOR THE CANDY BUYERS' DIRECTORY

2 pages	200.00	COLORS:	Mechanical Requirements
1 page	\$150.00	Standard Red	1 page.....7" x 10"
2/3 page	120.00	Other colors	2/3 page.....4 1/2" x 10"
1/2 page	90.00	INSERTS:	1/2 page.....7" x 4 7/8"
1/3 page	80.00	Rates on request	4 1/2" x 7 1/2"
1/4 page	60.00	BLEED:	1/3 page.....7" x 3 1/4"
1/8 page	40.00	For page or fraction	2 1/8" x 10"
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		DATES:	2 1/8" x 7 1/2"
		copy to be set	4 1/2" x 3 3/4"
		complete plates	1/8 page.....2 1/8" x 3 3/8"
		last forms close	
		Nov. 15th	
		Nov. 20th	
		Dec. 1st	

CONTRACT FOR ADVERTISING IN THE CANDY BUYERS' DIRECTORY

The Candy Buyers' Directory
418 N. Austin Blvd.
Oak Park, Ill.

Date, 1952

You are hereby authorized to reserve space amounting to pages in the 1953 Candy Buyers Directory. Space is to be used in units of pages. We agree to pay \$..... for the above ordered advertising.

Accepted for
The Candy Buyers' Directory
by

Firm Name
By Title
Address

Terms: 2% 10 days, Net 30 days

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OCTOBER, 1952

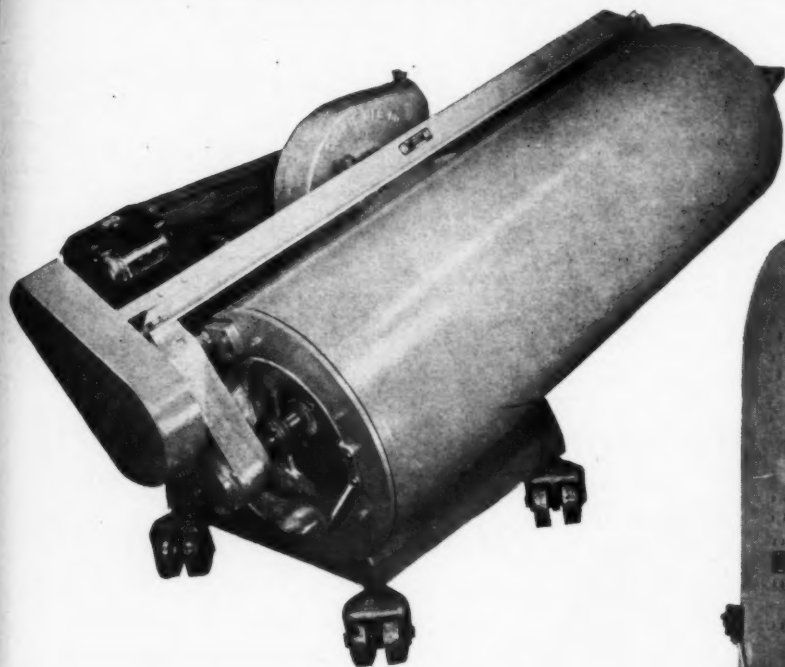
Candy Equipment

P R E V I E W

THIS SECTION APPEARS QUARTERLY IN THE MANUFACTURING CONFECTIONER

Cut Your Candy Manufacturing Cost With

CURRIE Equipment



• **CURRIE CANDY CLEANER**

A sanitary, durable unit that can be installed in a matter of minutes. Has adjustable brushes, easily removed, adjustable candy feed, and minimum working parts.

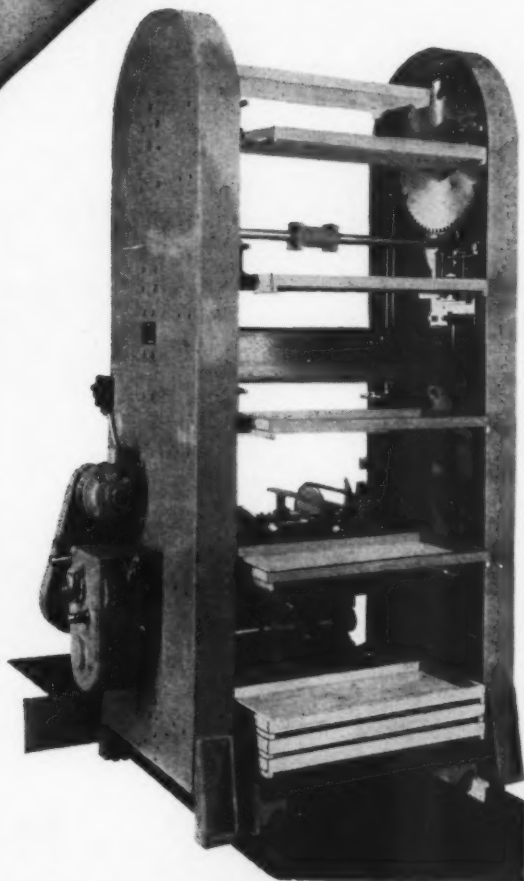
CURRIE

MACHINERY COMPANY

Main Office & Plant:

1150 Walsh Avenue, Santa Clara, Cal.

Chicago Office: 9411 Central Park, Skokie



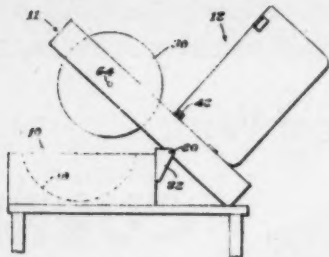
• **CURRIE AUTOMATIC STARCH TRAY STACKER**

Will give you increased production, elimination of hand stacking, reduced tray breakage, and improved sanitation.

Patents

COATING MACHINE 2,577,722

Don S. Greer, Winchester, Mass., assignor to J. W. Greer Company, Cambridge, Mass., a corporation of Massachusetts.
Application May 13, 1950, Serial No. 161,821
3 Claims. (Cl. 91-3)



In coating apparatus having a conveyor for transporting articles to be coated, a tank disposed beneath said conveyor for holding liquid coating material, a coating material distributor disposed above said conveyor, a frame for said tank, a frame for said conveyor resting on said tank frame, and a frame for said distributor resting on said conveyor frame, said distributor frame having adjacent one end thereof a pivotal connection with said conveyor frame, said pivotal connection having a horizontal axis so that the conveyor frame may be pivoted about a horizontal axis from its position resting on said conveyor frame to an elevated position

exposing said conveyor, and said conveyor frame having at its lower portion and at a point intermediate its ends a pivotal connection with the upper end portion of said tank frame, said last-mentioned pivotal connection having a horizontal axis so that the tank frame may be pivoted about a horizontal axis from its position resting on said tank frame to an elevated position exposing said tank.

MANUFACTURE OF CHOCOLATE 2,558,128

George Wilfrid Edwards, Mity le Neuf, France.
Application June 24, 1947, Serial No. 756,765
In France June 26, 1946
8 Claims. (Cl. 99-23)

A method for treating chocolate paste, for the purpose of being substituted, at least partially, for the conching operation, comprising centrifugally spreading the paste in a thin exposed layer, atomizing said paste, and spreading it again in a thin layer.

TRAY EMPTYING MECHANISM FOR CONFECTIONERY MOLDING MACHINES 2,561,775

Alonzo Linton Bausman, Springfield, Mass., assignor to Mill River Tool Company, Springfield, Mass., a partnership.
Application April 6, 1949, Serial No. 85,742
7 Claims. (Cl. 214-1.1)

Tray emptying mechanism, comprising, two laterally spaced endless conveyor elements mounted to travel in a closed loop path having upper and lower and ascending and descending stretches of travel, a drive shaft, driving wheels fixed thereto one for each element and located at the junction of the upper and descending stretches of travel, a series of tray carriers carried by said elements; each carrier at one end being pivotally supported from both elements, located therebetween and tending to hang pendant therefrom; each carrier at the other end having a tray-receiving seat; means operable to tilt the carriers and move them into tray emptying position as their leading ends successively near the end of said upper stretch of travel, and an arm fixed to each carrier and projecting beyond the pivoted end thereof in a

(Turn to page 52)

ACME for efficient and economical candy equipment



Model RPM

MOTORIZED OR PULLEY DRIVEN PANS

Plain—Ribbed—Steam Jacketed
or Gas Heated

PLAIN AND JACKETED KETTLES

With Motor or Pulley—Single or Double
Acting Agitators

COOLING SLABS—TANKS—COILS

MADE FROM Copper—Stainless Steel—
Monel Nickel—Steel or any Non-Ferrous
Metals.

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ACME COPPERSMITHING CO.

METAL FABRICATING SPECIALISTS

2535 MAYPOLE AVE. - CHICAGO 12, ILL.



Seven of a battery of twelve AMF Rose Automatic Batch Rollers at Charms, each capable of handling 150 pounds of hard candy. Covers maintain proper temperature to keep candy soft.

SPIN HARD CANDY Successfully on



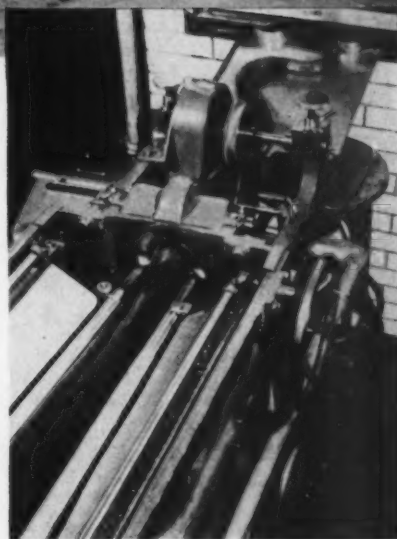
Rose Horizontal Automatic Batch Rollers



**In 12 months, 12 AMF
Rose Batch Rollers
pay for themselves
at Charms Company**

HERE'S GOOD NEWS for hard candy manufacturers! The famous AMF Rose Horizontal Automatic Batch Roller has now been proved successful in spinning hard candy. Twelve machines have for the past year been capably handling hard candy at the Bloomfield, New Jersey, plant of the Charms Company.

Charms' Vice President Ross B. Cameron has this to say: "It has enabled us to operate the forming machines at a faster rate, while at the same time it makes a more uniform product with little or no physical effort. The savings in time and labor have more than repaid the cost of this equipment during this short period of time."



Close-up showing spun rope entering air-conditioned die cutting room. The gentle spinning action of the horizontal Batch Roller eliminates any distortion in the rope.

IF YOU...

- 1** want to cut high production costs...
- 2** are now hand-spinning your hard candies, caramels and plastics...
- 3** make lollipops and want a machine ideally suited for spinning...
- 4** want higher uniformity in your hard candies, caramels and plastics...

**YOU NEED AMF ROSE HORIZONTAL
AUTOMATIC BATCH ROLLERS**



- Write for literature on AMF Rose Batch Rollers and Candy Wrapping Machines
- **AMERICAN MACHINE & FOUNDRY COMPANY**
- 511 FIFTH AVENUE, NEW YORK 17, NEW YORK
- West Coast Sales & Service Headquarters, 1258 Mission Street, San Francisco 3, California
- Southwest Sales & Service Headquarters, 2106 Irving Boulevard, Dallas 2, Texas



Tank Trailer delivering liquid chocolate to the Chunky Chocolate Plant.

Chunky shows the way —

How To Handle Liquid Chocolate

A STAFF REPORT

MANY of the problems which have confronted the candy industry in the delivery and storing of liquid chocolate have been solved in the New York plant of the Chunky Chocolate Corporation by the recent installation of a new system which is now in use. According to Mr. Jeff Jaffe, President, the new system not only guarantees the most sanitary conditions in the handling of chocolate that is possible, but provides an

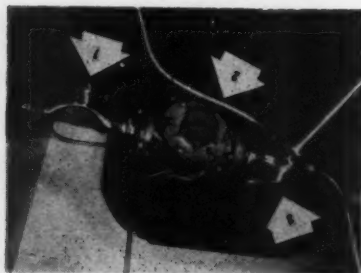
actual saving to the firm of well over one and a half cents per pound of chocolate used.

Actually there is no handling of the chocolate either at the refinery or at the candy plant itself, and, consequently, the liquid is much less subject to contaminations than might prevail under ordinary handling methods. By the elimination of the casting operation and the necessity of providing wrapping materials for

bulk refined chocolate, the refiner is able to pass on a small savings to the manufacturer of candy.

In the candy plant, too, it is possible to cut down considerably the operating costs for handling chocolate. For the processes necessary in the storing, breaking and melting are not required when liquid chocolate is substituted in candy production.

Delivery of liquid chocolate is made to the Chunky plant in 20,000 pound loads. It is pumped from the delivery truck to the two 20,000 pound storage tanks furnished by the Chas. H. Stehling Company especially for the purpose. Equipment required to accomplish the unloading consists of a flexible three-inch hose running from the truck outlet over a permanent magnetic trap. A Foster three-inch syrup pump is used to force the chocolate liquid through a three-way valve to either of the two tanks. Corrosion-re-



Shown here is the intake end of the liquid chocolate handling system. The 3" pipe comes in from the right and goes over the magnetic trap (1) which removes all traces of metal. The 3" Foster Pump (2) then sends the liquid through a 3-way valve (3) to either one of the two holding tanks.

A propane tank is used to heat water to a temperature during the unloading of truck is used for delivery of chocolate in warm weather. The system is working on a trial basis and is completely safe for use for transporting any waste.

Here you see the tank (1), the temperature meter, the series of entering pipes (5) and the mixing tank.

Assistant, made by the Company, installation.

After the temperature for the chocolate is controlled by a magnetic container, especially for operation.

From the floor the chocolate is put into individual containers. The operation is easy and means a saving from the tanks and chocolate handling.

The system is designed to accommodate sanitary design and advantages.

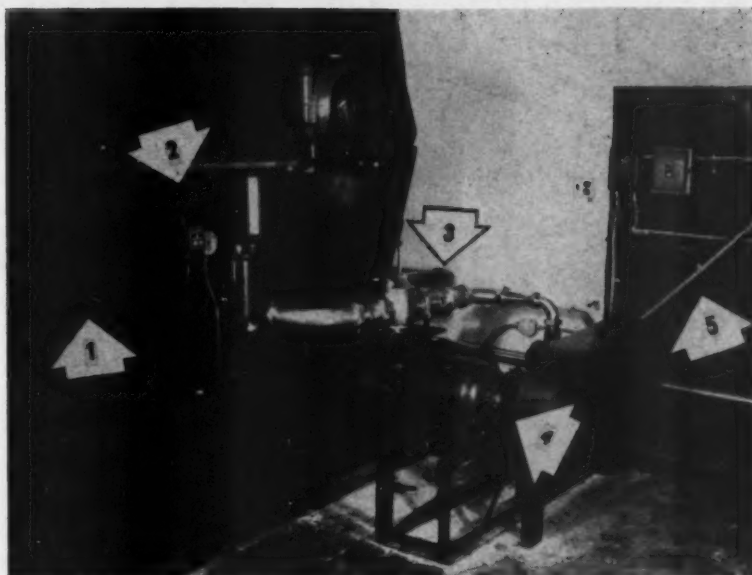


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for

A propane fuel heating unit carried hot water to a radiator under the outlet valve during the unloading operation. This type of truck is well insulated and is used for delivery of chocolate during moderate and warm weather. P. E. Kramme, Inc., is now working on a new tank trailer which will be completely water jacketed, and can be used for transporting liquid chocolate in any weather over any distance.

Here you see the other end of the Stehling tank (1), with the Minneapolis-Honeywell temperature control unit (2) and visual thermometer, the 4" outlet pipe and valve, the series of reducing units (3) to the 2" pipe entering the Foster 2" pump (4), and the pipe (5) carrying the chocolate up to the mixing kettles on the floor above.



Assistant, stainless pipes and fittings made by the Tri-Clover Machine Company are used throughout the installation.

After reaching the tanks an average temperature of 100° F is maintained for the liquid. This is accomplished by a Minneapolis-Honeywell automatic control instrument designed especially for the temperature controlling operation.

From the two large storage tanks to the mixing kettles on the second floor the liquid chocolate is pumped through two-inch stainless steel output lines. Each tank is fitted with its individual two-inch pump—one a Foster and the other a Waukesha. The operator at the mixing kettle has easy access to control switches, by means of which he is able to draw from either tank, or from the two tanks simultaneously, the amount of chocolate necessary for the batch at hand.

The entire installation is designed to accomplish the most efficient, and sanitary methods of handling. The designing engineers have taken advantage of the knowledge and experi-

ence which bulk milk handlers have enjoyed, and applied some of the same principles to the liquid chocolate problem. Specifically the same kind of piping and fittings are installed in the Chunky plant as are found in milk plants. It is designed for easy take down and cleaning.

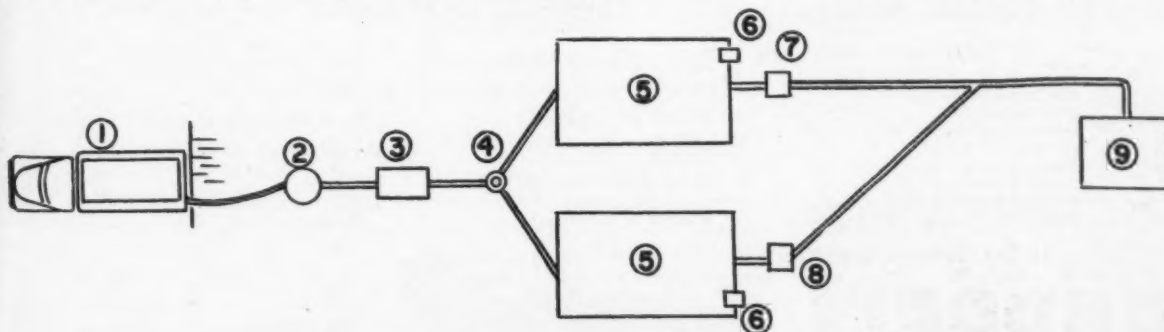
As far as possible the system has been made into a purely mechanical operation, thus avoiding waste of labor and material.

The Chunky Chocolate Corp. are pioneers in the use of liquid chocolate as a standard part of their production operation. The first shipments were taken into their plant over two and one-half years ago. However, their present complete handling system has only recently been completed and put into operation.

The company estimates that the savings derived by using liquid choc-

olate and their present method of storage and usage, will, over the period of one year, more than cover the cost of installation. The forward-looking executives of the Chunky company have overcome many of the well-known obstacles in liquid chocolate handling, and are more than pleased with the results.

As the popularity of this newest method of handling raw material in the candy plant grows, more and more refiners are expected to become able to make deliveries as required, and more and more candy plants can be expected to convert their operations to make the use of liquid chocolate practicable in their plants. The savings to be accomplished in time and money alone is bound to make it more desirable. And it's just another milestone in the progress of the confectionery industry.



1. Delivery truck
2. Magnetic trap
3. Foster 3" pump

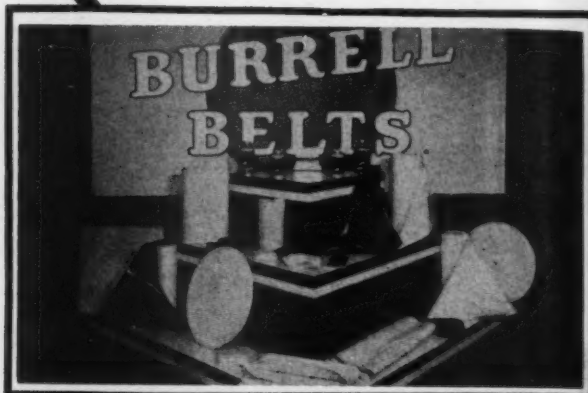
4. Three way valve
5. 20,000 lb. Stehling tanks
6. M-H control instruments

7. Foster 2" pump
8. Waukesha 2" pump
9. Mixing kettle

There's A BURRELL BELT for Every Purpose

Burrell Confectionery Belting
is 1st
Among Candy Manufacturers who want only the best in belts!

The photograph below is a BURRELL installation, showing a glazed cooling tunnel belt (dark); and a 90 degree endless turntable belt (light).



There is a BURRELL belt available for every purpose. Each one is designed for specific jobs. A complete list of BURRELL belts is given below.

The Busiest Belting In The Confectionery Industry Is BURRELL

Wherever you go you'll find Burrell belts on the job—doing a job of saving confectioners belting dollars through longer wear and reliably uniform performance. Find out for yourself why these belts are carrying the load. Write or call today. Remember, too, that Burrell service is ready to recommend the correct belting and make deliveries in the shortest time possible.

It Is Profitable to . . .

Let BURRELL belting experience and the . . . 12 BURRELL stars help you!

- ★ Plastic-coat Cooling Tunnel Belting & Plaques
Double Texture—Ex. Heavy Duty
1000 D S—Heavy Duty
580—Medium Duty
Double Coated—Light Duty for plaques

- ★ White Glazed
Double Texture—Heavy Duty
Single Texture—Medium Duty
Double Coated—Light Duty for plaques

- ★ Nu-Cool Glazed
Double Texture—Heavy Duty
- ★ Bottomer or Cooling Table Belts—Endless
(Treated or Untreated)
- ★ Feed Table Belts—Endless
(Treated or Untreated)
- ★ Caramel Cutter Boards & Belts
- ★ Packing Table Belting
(Treated or Untreated)

- ★ Conveyor Belting
White Cotton—Innerwoven
Rubber
Wire
- ★ Batch Roller Belts (Patented)
- ★ Wire Enrober Belting
- ★ V-Belts
- ★ Hose (Air; Water; Steam; Oil; Creamery)

If It's Belting, We Have It

BURRELL

BELTING CO.



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Careful planning of installations, operations and ingredients are outstanding features in

SEATTLE'S NEW CANDY PLANT

by W. A. PERINE

MODERN equipment, planned installations, production line operation, quality ingredients and location close to retail outlets are some of the features of Frederick & Nelson's new candy manufacturing plant in Seattle.

A survey was made of candy operations in the Los Angeles, Chicago and New York areas by Frederick & Nelson staff members. Information from this survey was combined with 32 years of confectionery manufacturing at Frederick & Nelson to plan the new installations and replace much of the equipment used in the old factory with modern, up-to-the-minute, machinery.

The factory is located on the tenth floor of the huge Frederick & Nelson Building (largest department store west of Minneapolis and north of San Francisco). The manufacturing section is a glistening, tile faced, recessed lighted area which is kept spic and span and sanitary by 110 lb. pressure steam cleaning.

Special viewing windows in the walls permit store customers to watch the complete candy making operation. This results in an increase in sales in the firm's retail stores due to "impulse buying," part of Frederick & Nelson's effective merchandising program supervised by W. H. Spaulding, Divisional Merchandise Manager.

The glazed tile baffle walls fall from the ceiling to a height 6'6" from floor level, enclosing the whole cooking area. Special suction fan equipment is used to exhaust all steam and odors.

Only high quality raw materials are used in the candy which is made for a competitive price and produced



Frederick & Nelson employees, Millie Murphy, Mildred Giger, Dallas Galt and Amy Miller, moving goods on to new enrober at the plant in Seattle.

at the lowest possible cost of operation. Boxed goods, bulk goods of all kinds, novelty items and Frederick & Nelson's famous Frango confections (nationally distributed through Marshall Field) are produced by the plant.

Conveyors move the candy through the tile walls into the dipping and packing sections of the factory. When finished the confections are sent to the firm's retail stores, three in Seattle and one in Bellevue.

The new candy plant is one of the group of Frederick & Nelson's food manufacturing departments under Donald Forsyth, group manager. It is run by Clarence DeLong who started making candy for Shull & Company in Seattle almost forty years ago. Rose Schultz, in charge of dipping and packing and the women employees, has been with the firm for 14 years. She is another veteran candy worker, having been with the

old Augustine & Kyer firm before coming to Frederick & Nelson's.

New machinery and equipment has been installed throughout the manufacturing section. Equipment now used in processing chocolate and bulk goods includes a blast furnace gas cooker, Dublin Agitator, Steam Kettle, Steam Agitator Kettle, a new Tilt Type Agitator Steam Kettle and eight processing slabs (6 steel water steam and 2 hardwood).

A Triumph Cookie Cutter Machine has replaced the Bainbridge Hand Roll Cutter used in the old factory. A Hobart Mixer is used in place of one of the marshmallow beaters. Hand dipping tables were replaced with Savadge Stainless Steel Automatic Tempering Units and Stainless Steel Tables.

The hard candy operation equipment of the new factory includes a steam kettle, gas furnace, 2 simplex vacuum kettles, auxiliary gas furnace, steel water jacket steam processing table, pulling machine, steel warming slab, batch roller, hardwood process table, and one continuous conveyor, specially enclosed in a circulated air-cooling tunnel located in cold room.

Two new stainless steel cooling slabs are installed in the 60-65 degree cooling room where Frederick & Nelson make their famous Frango mints.

Candy packing is now done by conveyor packing, a vast improvement over the tables used in the old factory. The conveyor merry-go-round goes by the packers slowly while the belt in the middle takes the completed boxes to the finishing and shipping sections. All storage racks for finished goods are standard steel stock shelving, made by Lyon's Metal Products.

The hand-dip area, the pack area, the enrober tunnel and hard candy cooling tunnels are enclosed in controlled temperature conditions, where air-conditioning equipment produces 60-65 degree Fahrenheit temperature and 50% relative humidity. All areas of the plant not previously mentioned are air conditioned and maintained at 72 degrees, 50% relative humidity.

Before the new plant was constructed, Mr. Forsyth and Mr. Green, industrial engineers for the firm, made an extensive tour of candy manufacturing operations and candy equipment manufacturers in the Los Angeles, Chicago and New York areas.

The data gathered on this trip was used extensively in making the new plant.

Some of the conclusions reached by Mr. Forsyth and Mr. Green on the trip were:

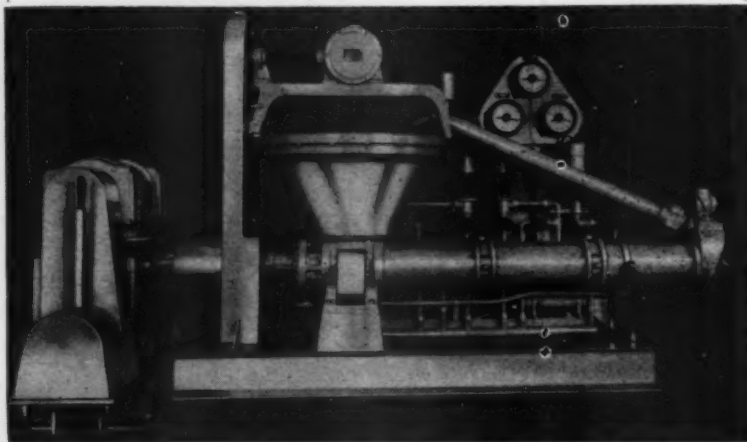
1. Quality and price of finished goods must be constantly watched. You can lose your selling market by producing too high a quality at too high a cost just the same as producing lower quality candy for more profit when the business of the firm is based on "quality";

2. The processes of manufacturing

in general use are identical, with the only differences being in the type of equipment used in the operation. Generally, all plants visited were using processing methods identical with Frederick & Nelson's;

3. One of the most difficult problems of the trip was the reluctance of each manufacturer to permit Mr. Forsyth and Mr. Green to visit their operation. Each candy maker felt that his operation was "secret" from the other. Actually identical equipment and methods were used in the many plants visited.

The STEPHENS SMITH British built CONTINUOUS AUTOMATIC TEMPERER



The T5 model for outputs of 1200 to 1800 lbs. per hour. Available for plain and ingredient mixtures, including whole nuts.

This well proven continuous temperer is exceptionally flexible in operation and has been supplied to many parts of the world, including U.S.A., Canada, Africa and almost every country in Europe. Models of various capacities can be supplied to suit individual requirements.

The machine is constructed to the highest mechanical standards by the well known British Engineers, Messrs. Stephens Smith & Co. Ltd., of Manchester Road, London E. 14, and it will give lasting service with the minimum of attention. The thermostatic control system embodies the Cambridge Instrument Company's thermometers, which are world famed for their accuracy and reliability.

Full particulars can be had on request to the sales and service organisation:

J. ALAN GODDARD LTD.,

Hastings House—Norfolk St.—London W.C. 2.

Telephone: London, Temple Bar 5705 & 3118

Telegrams: Humouristic, Estrand, London

NEW **GREER**
CONTINUOUS
AUTOMATIC CHOCOLATE
CONDITIONER

FEATURES . . .

Continuous Production — Eliminates melting and holding kettles.

Melting — Rapid and Complete. Designed to accommodate ten pound cakes but handles liquid or lumps equally well.

Cooling — Revolutionary heat exchanger — Highly efficient — Low water consumption.

Pumping — Delivers cooled, conditioned chocolate through controlled lines to Coating, Hand Dipping, or Depositing equipment. Excess chocolate continues back through return lines to the feed hopper.

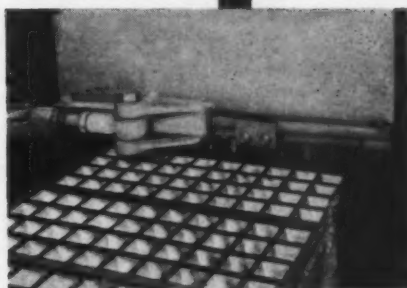
Production — Available in sizes to suit capacity requirements.

Sanitary — Entire unit is quickly and easily cleaned.

Operation — Completely automatic — 15 minute average "start-up" time.



HAND DIPPING



MOLDING



COATING

Designed to give the utmost efficiency in the continuous melting of 10 lb. blocks. Further, the chocolate is conveyed through a completely controlled Heat Exchanger and pumped to points of usage . . . Handling and space are cut to a minimum.

J. W. GREER COMPANY

CAMBRIDGE 39, MASSACHUSETTS

Sales Engineering Offices: New York, N. Y., Chicago, Ill., San Francisco, Calif.

GREER

What's New in Candy Equipment

The products described help keep you up-to-date on new confectionery equipment, materials of all types. The items below are coded for your convenience. For any further information, write to THE MANUFACTURING CONFECTIONER, 418 North Austin Blvd., Oak Park, Illinois. Use the coupon on page 46.

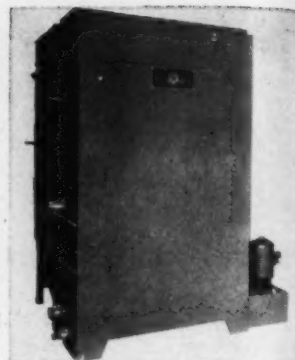
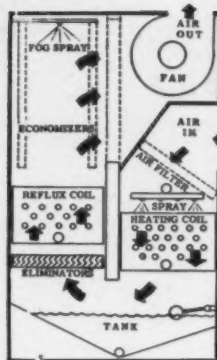
Hair Net Visor Provides Protection



Designed for protection of women workers in industrial plants against the hazards of machinery, as well as supplying ample head coverage, the cap is adjustable to all sizes, and is available in five colors: white, black, red, green and maize. It is equipped with a green opaque visor which eliminates glare from overhead lighting and reflection. Code O10C52.

Controlled Humidity Method

This improved model concentrator, using a drying agent to absorb moisture from the air directly, reduces



humidity without refrigeration. It is applied to increase the performance of existing air conditioning systems as well as to processes and industries where materials are dried or protected from atmospheric moisture.

The drying agent has properties that afford control of the relative humidity of the area or process that is conditioned.

The illustrated flow diagram indicates the method of passing the air stream through the concentrator to complete the air-conditioning cycle.

The method is patented and has been successfully tested on large-scale air conditioning and drying systems. Code O10L52.

(See page 41)



CHOCOLATE MIXER EFFICIENCY

If you're looking for faster melting, faster mixing, and faster development of flavor . . . if you want simplified, dependable operation . . . if you want more efficient, less costly chocolate mixing, get all the facts about the Stehling Horizontal Cylindrical Chocolate Mixer today.

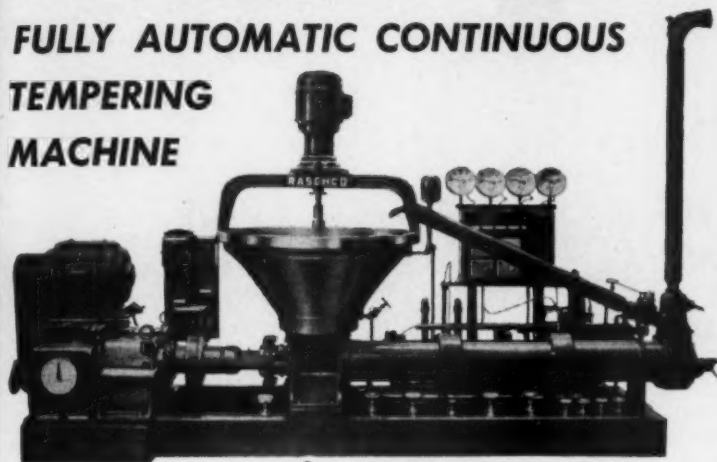
Made in three sizes to meet every requirement and to the most exacting standards for longest, continuous, most economical service. If you want top efficiency in chocolate mixers, make sure it's Stehling and be sure!

CHAS. H. STEHLING CO.

1303 N. FOURTH STREET • MILWAUKEE 12, WISC.

Factory Representative: R. S. and G. B. Hislop
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FULLY AUTOMATIC CONTINUOUS TEMPERING MACHINE



"SYSTEM LAUENSTEIN"

**ABSOLUTE ACCURACY IN TEMPERING REGARDLESS
OF INITIAL CHOCOLATE TEMPERATURE**

CHOCOLATE MOULDING

Any fillers, nuts, cereals, etc., can be incorporated in the chocolate, and continuously tempered for the moulding machine. Chocolate bars or coating will have proper snap.

COATER TEMPERING

Chocolate direct from melting tank through tempering machine to coaters continuously. The unit will reduce the temperature from as high as 130° F. to 84° F. and back to 88° F.-91° F. Precise tempering avoids under and over-temper.

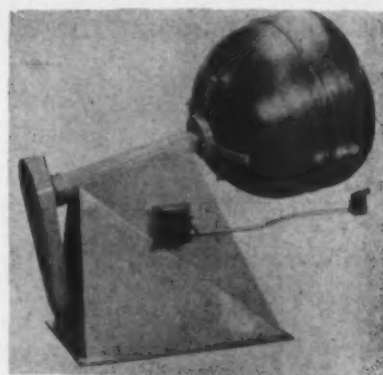
REPRESENTATIVES:

CHOCOLATE MOULDING

T. C. WEYGANDT CO.
165 Duane St., New York 13, N. Y.

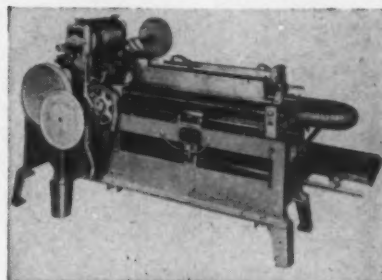
COATER TEMPERING

JOHN SHEFFMAN, INC.
152 W. 42nd St., New York 36, N. Y.



LATINI REVOLVING PAN

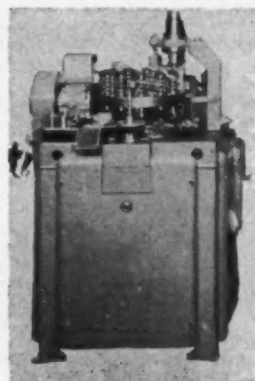
Specially shaped heavy-gauge machine spun bowl. Sanitary, enclosed stand, easily cleaned.



HOHBERGER CONTINUOUS BALL MACHINE

Up to 1200 lbs. per hour.

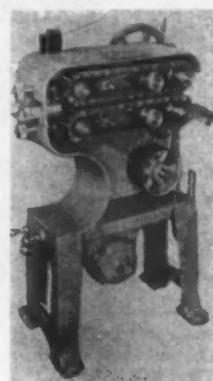
Forms filled or plain balls, barrels, unusual shapes and sunbeam starlights.



LATINI DIE POP MACHINE

The only high speed pop forming machine to make seamless pops.

Sharp edges eliminated.
200 perfect pops per minute guaranteed.



HOHBERGER CONTINUOUS HARD CANDY CUTTER

High production on plain or filled candies.

Variable speed drive adjustable up to 150 feet per minute.

John Sheffman, Inc.

152 WEST 42ND STREET

NEW YORK 36, N. Y.

(from page 40)

Industrial Humidifier

For use in all spaces which require automatically controlled humidification. May be used for complete humidification in large spaces, for boosting the capacity of existing systems, and for precise humidity control in laboratories. Self-contained units are quickly and simply installed by suspending from ceiling, then connecting water supply and electricity. Units evaporate up to 3 gallons per hour, and may be installed singly or in groups with automatic control. Each unit will humidify several thousand cubic feet of room volume at normal conditions. Construction, except for heavy duty fractional-horsepower motors, is of non-corrosive metals with silver-grey hammerloid finish. Units measure 15½" high by 18¼" diameter, and weigh 55 pounds. Code O10E52.

Booklet Describes Water Treatment

This four-page bulletin describes electromatic water treatment unit for the prevention of scale and corrosion in boilers and hot water systems. Code O10F52.

Larger Sized Pulverizing Mills

Two new models in larger sizes which have just been introduced complete the line to five sizes. All are precision built, impact mills of the swing hammer type, employing high speeds and close clearances for ultra fine grinding. Many new and exclusive improvements have been incorporated in the design of the new units. Literature is available for distribution. Code O10G52.

(See page 42)

Every Second...

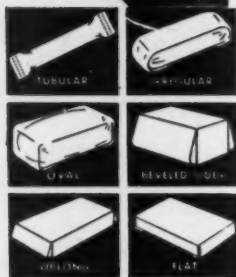
your competitor who wraps
with this machine, betters your
packaging production

Two to One!



The perfect wrapper for:-

- CANDIES AND CONFECTIONS
- FOODS AND BAKERY PRODUCTS
- SOAPS • TISSUE HANKIES
- PREPACKAGED MEATS
- BANDAGES, CAMERA FILM
- ICE CREAM BARS AND 101 OTHER VARIED ITEMS



THEY DID WHAT YOU CAN DO TO SAVE TIME ... CUT PACKAGING COSTS ... END PRODUCTION BOTTLENECKS

With the continuous feed Campbell Wrapper you effectively meet competition by raising output — cutting unit costs! Packaging from 150 to 300 single or multiple units per minute is every day operation with this modern machine, and, with only one person to feed and operate machine. "Float" wrapping does away with costly breakage, too — regardless of how oddly your product is shaped, how solid or fragile its make-up. Wraps with materials of all types, perfectly positions imprinted labels and package seals most any way desired — including hermetical sealing with or without tear strips. Only competition using the same machine can match your packaging production when you use the Campbell Wrapper. Send us a sample of your product for further details.

We are contributing to the nation's defense program by providing a large part of our increased production facilities for building precision armaments.



New York:
55 West
42nd St.

Write for this booklet today



Manufacturers of Aniline and Groove Presses, Folders, Interfolders, Laminators, Waxers, Embossers, Slitters, Sheeters, Roll Winders, Packaging Machines, Creppers and Tissue Converting Units.

20 to 150 Gallon Kettle

Tilting Type "Mix-Cooker" is available in sizes from 20 up to and including 150 gallon. Agitation can be made either single or double motion, depending on product to be mixed. Curved pouring lip of the stainless steel kettles facilitates cutting off product with a knife, thus eliminating an accumulation of the product on the kettle outer jacket. Special flush type valve on the bottom is optional.

Kettle is made for either 100 or 125 pounds steam working pressure. Bulletin No. 260 describing the kettle is available. Code O10A52.

Floor Cleaner



Equipped with a patented shower-feed brush, floor scrubbing efficiency has reached a maximum. This machine permits rugs and tacked-down carpeting to be shampooed without removing it from the floor. The circular available for the asking describes nine kinds of maintenance work that may be done on floors of all kinds, using interchangeable attachments. Code O10I52.

All-Metal Floating Thermometer

A new easy-reading dial type thermometer can be accurately read without removing from the tank or vat. Application of its use will be wherever it is desirable to have a constant check on liquids during processing.

Constructed of stainless steel, the thermometer is equipped with an unbreakable window. Its streamline design makes cleaning easy and eliminates the possibility of product contamination. Code O10H52.

(See page 44)

THE MANUFACTURING CONFECTIONER

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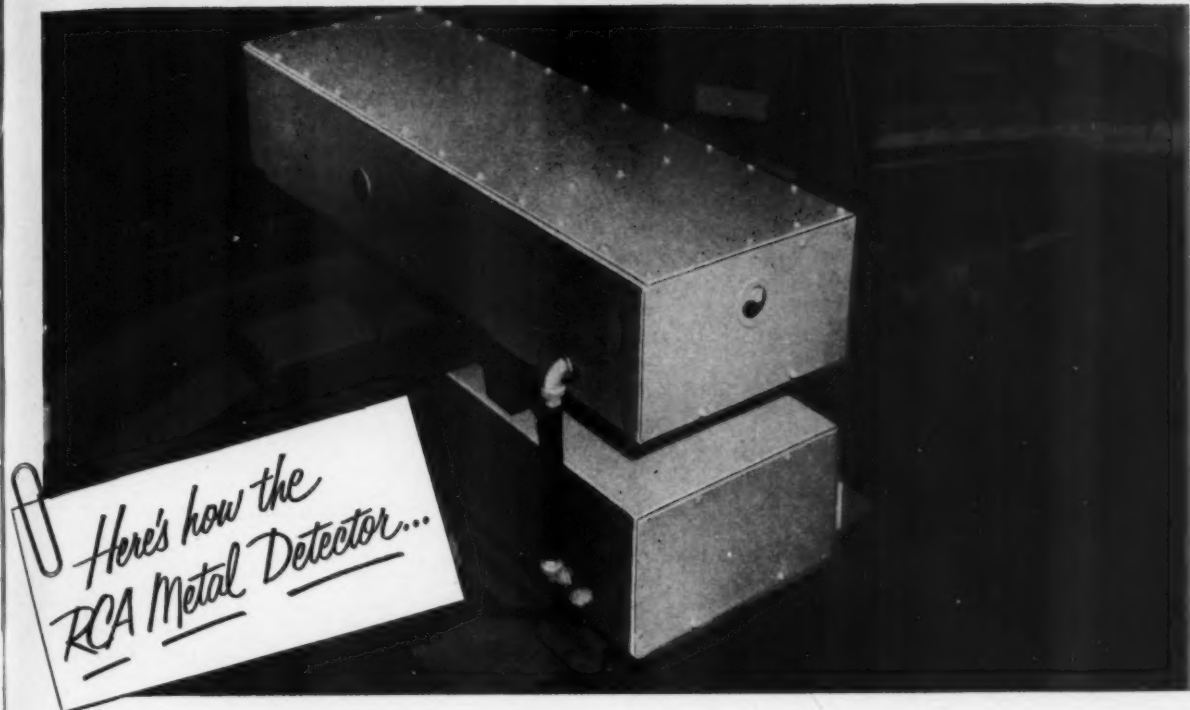
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44)

ER



Searches your product for stray metal



Throughout the nation, in large and small plants, the RCA Metal Detector is at work searching through raw ingredients and packaged goods—protecting important product names from complaints of stray metal.

Through the use of radio waves, the RCA Metal Detector searches "clear through" your product. It can be regulated to find pieces of metal as small as 0.039 inches in diameter.

It can find the important offenders such as cotter pins, hairpins, burrs from machinery, *no matter how deeply imbedded*. It spots any kind of metal—magnetic or non-magnetic—at conveyor speeds as high as 1000 feet per minute.

The compact RCA Metal Detector fits easily into any conveyor system . . . belt, chute, duct, vibrator, inclined plane, automatic hopper . . . provides inspection with practically no installation problems. In most cases it goes in without any shut-

down of conveyor lines. Complete maintenance is available from nationwide RCA Service Co.

Your RCA Metal Detector can be arranged (1) to reject contaminated packages from your conveyor, (2) to sound a signal for manual rejection or (3) to stop conveyor lines when it spots the presence of tramp metal.

RCA Metal Detectors are at work now, protecting the products of the nation's leading food and candy manufacturers.



INDUSTRIAL EQUIPMENT
RADIO CORPORATION of AMERICA
ENGINEERING PRODUCTS DEPARTMENT, CAMDEN, N. J.

In Canada: RCA VICTOR Company Limited, Montreal

DON'T DELAY—MAIL COUPON NOW

Radio Corporation of America
Dept. 197J, Building 15-7
Camden, N. J.

Please send me information on the RCA Metal Detector.

Name _____

Title _____

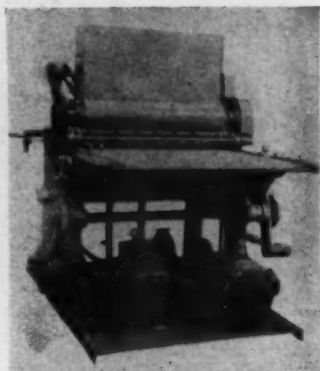
Company _____

Address _____

City _____ Zone _____ State _____

☐ Please have a sales engineer call on me.

BRIDGE Coconut Depositor

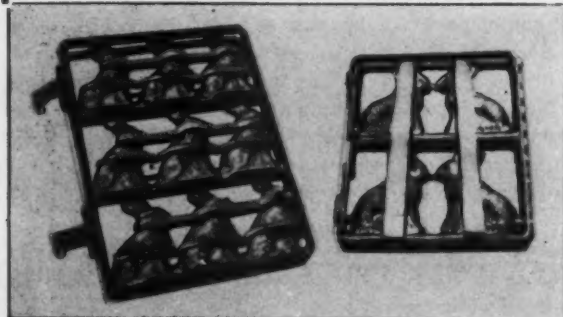


Extrudes plastic masses of coconut candy automatically feeding them to enrober. Makes all kinds of shapes. Cuts to any desired length up to 3 1/2 inches.

West Coast Representative: L. H. BUTCHER CO.
San Francisco, Oakland, Los Angeles, Salt Lake City,
Portland, Seattle

BRIDGE FOOD MACHINERY CO.
7124-36 James Street, Philadelphia 35, Pa.

NEW BOOK TYPE Hollow Chocolate MOLDS



No bottoms to be opened or closed
**LATEST DEVELOPMENT IN SHOCK-PROOF
HOLLOW CHOCOLATE MOLDS FOR USE IN
ALL TYPES OF TUMBLING MACHINES**
Strong, Sturdy, Lightweight, Well-Built, for Easy,
Efficient Operation.

Make Perfect Chocolate Figures
Write or Phone for reasonable prices and expert advice

Allmetal Chocolate Mold Co.

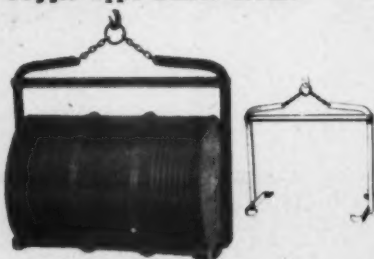
171 Spring St. New York 12, N. Y.

Tel. WOrth 2-0934

We also manufacture flat molds for all shapes of solid chocolate bars, tablets, novelties, continental cream center pieces.

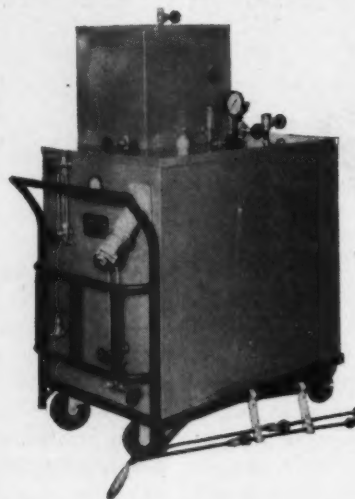
(from page 42)

Toggle Type Barrel Cradle



Recommended for picking up any shape barrel, plywood or fiber drums, straight or bilged sides, flat or chimed ends, this cradle accommodates barrels 20" to 25" in diameter, and 32" to 36" in length. Useful also in moving other objects that are cylindrical in shape. Constructed of heavy bar stock, the cradle is welded throughout. Capacity is 1000 lbs. but special sizes can be built to handle all requirements. Weight of the size illustrated is approximately 45 lbs. Code O10J52.

Steam-Jet Cleaner for Industrial Use



More effective and faster cleaning of processing equipment and tools can be done with this improved Steam-Jet Cleaner. This new unit operates at higher pressures (to 200-psi), than previous models of the same make. Hot dry steam alone or with solvents, soap or detergents atomized under finger-tip control of the operator, blasts the object to be cleaned at speeds up to 1200 feet per second. The unit is easily portable and can be used indoors for cleaning and sterilizing without flooding the working areas or disturbing workers at near-by machines. It is operated electrically, thus eliminating fire and explosion hazards inherent in fuel fired cleaners. Code O10D52.

(See page 46)

Starch Trays

- At their best!
- At lowest prices!

Masonite and Solid Wood Glued Bottoms Nailed—Lock Corner and Water-proof Glued Hard and Soft Woods

also: Dipping Boards—Starch Tray Dollies
Pan Room Trays—Wire Bottom Trays
Mould Boards
And All Other Affiliated Wood Products

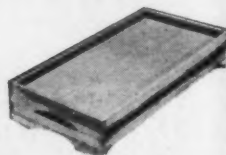
Ask for quotation

BAYWOOD MFG. CO., INC.

11 Sterling Pl.

Brooklyn 17, N.Y.

NE 8-9832



test it yourself...

4 in 1 *Special* Model TA-RA VARIABLE SPEED DRIVE AGITATOR KETTLE

right in your own plant
without obligation!

SEE FOR YOURSELF HOW THE 4-WAY VERSATILITY
OF THIS PRECISION MIXER CAN SAVE YOU MONEY

Now you no longer need depend on someone else's say-so as to what you need in mixing equipment. Simply tell us to send you a 4-in-1 Special GROEN TA-RA Stainless Steel Steam Jacketed Agitator at NO CHARGE (except freight to and from Chicago or next destination.) Hook it up and do your own experimenting . . . observe to your own satisfaction on your own work exactly what speeds you need; what type of mixing your products require and precisely what elements of equipment you need in your mixing kettles. Operate the unit through the four stages outlined below and you'll have your answers. Meanwhile, note the variation in speed; the excellence of mixing; the high-speed heating from the Rota-Therm jacket; the demountable couplings for instant removal of entire agitator assembly; and the amazing versatility as you work the unit through these four steps:

1. As a standard "TA Model" twin-shaft unit with variable speed drive. Affords a gentle folding or kneading action on heavy viscous materials when agitator is operated in lower speed ranges to a violent whipping action in high speed ranges.

2. Remove secondary agitator. Install baffle plates. Unit then operates as a deluxe single motion scraper baffle agitator same as our popular "RA Model" plus the variable speed feature. Unit normally is used for a wide variety of medium to heavy products.

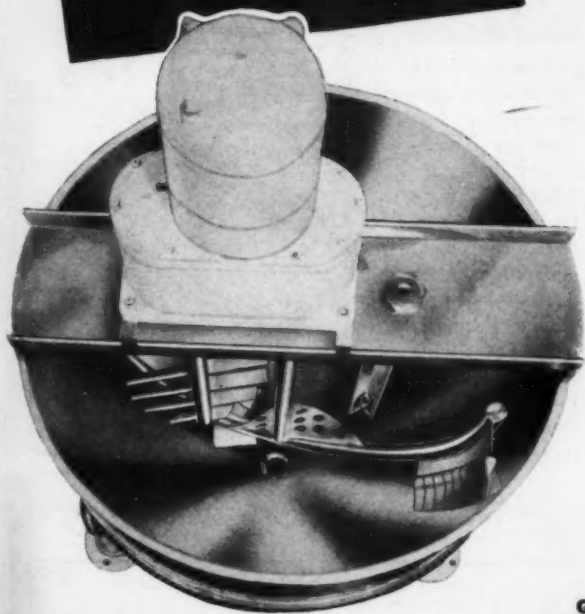
3. Remove both the secondary agitator and baffles. The remaining outside agitator frame then enables operator to obtain a simple scraping and swirling action.

4. With only the high-speed secondary agitator installed the unit can be operated similar to a high-speed, low-cost impeller or propeller mixer.

Take immediate advantage of this "test-it-yourself" plan. It can result in better mixing for you . . . lower costs . . . money saved on equipment . . . finer all-round production.

Write us today.

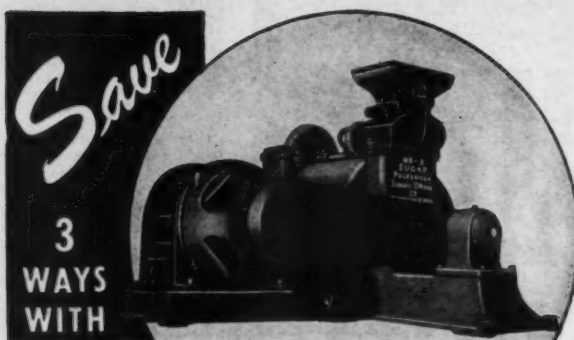
GROEN MFG. CO. 4535 W. Armitage Ave., Chicago 39, Ill.
30 CHURCH STREET, NEW YORK 7 • 7 FRONT STREET, SAN FRANCISCO 11



Interior View with
Agitator Parts
in Place

Half a Century of Fine Kettles
GROEN

WORLD'S LARGEST PRODUCERS OF STAINLESS STEEL STEAM JACKETED KETTLES



Schutz-O'Neill PULVERIZER

Produces Finely Powdered Sugar
Without Dust Rooms . . . Reels . . . Bolts . . .
Sifting Devices

The Schutz-O'Neill Dustless Sugar Pulverizer makes it possible to carry only coarse granulated sugar in stock. This is quickly pulverized to a uniform fineness and is collected and delivered in a simple automatic manner. You then have fresh powdered sugar as needed.

EXTRA EQUIPMENT: Automatic Starch Feeder will thoroughly mix any desired percentage of starch with powdered sugar.

3 SIZES WITH CAPACITIES FROM 400 LBS. PER HOUR UP Vee Belt drive allows close pulley centers and proper speed pulverizer operation. Equipped with Schultz-O'Neill Automatic Vibrator-Feeder.

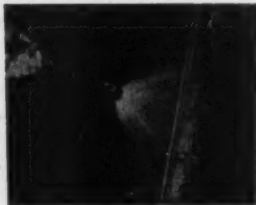
Write for information, state capacity desired.



STOP

Spoilage

with Oakite Bactericide



PATENTED OAKITE BACTERICIDE kills more bacteria in less time because its pH is almost neutral—its bug-killing chlorine goes to work faster. It has these other advantages, too: goes into solution immediately and completely, even in cold water . . . does not precipitate hard-water salts . . . leaves no deposit on equipment. May be circulated through piping, sprayed or swabbed on equipment.

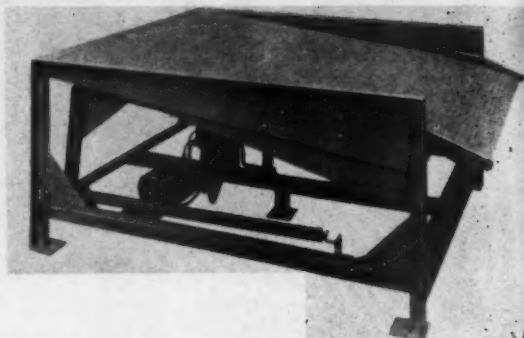
Try it yourself. Ask your local Oakite Technical Service Representative or write Oakite Products, Inc., 36C Rector St. New York 6, N.Y.

SPECIALIZED INDUSTRIAL CLEANING
OAKITE
MATERIALS • METHODS • SERVICE

Technical Service Representatives in Principal Cities of U.S. & Canada

(from page 44)

Portable Loading Ramp

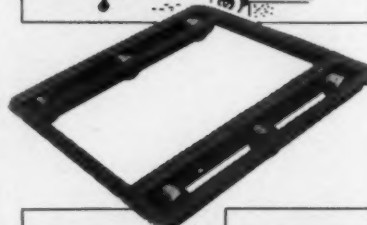


Portability and adjustability are the two outstanding features of this new type loading ramp. It can be installed in 5 minutes at any loading dock and its hydraulically operated dock adjusted to any truck bed height in a few seconds. Equipped with push-button control, it enables one man to perform the loading operation formerly requiring several. Loading costs can be cut by as much as 75%, according to the manufacturer, and its use eliminates costly standby time of trucks and men waiting to load or unload.

The ramp is available in two models, manual and electrically powered. It is shipped as a unit, completely assembled and ready to operate, simply by plugging into a light socket. Code O10B52.

Pallet Roller

Designed to move loaded pallets either forward or backward. Rolls are heavy gauge large diameter, have crowned ends for free rolling and floor protection. Frame is of high tensile strength steel, fully welded. Bearing area of frame is large for heavy loaded pallets and load protection. Bulletin describing all features fully is available upon request. Code O10K52.



Circle Code Numbers and Mail Coupon for Literature on Any Item Discussed in this Section to

The Manufacturing Confectioner
418 No. Austin Blvd., Oak Park, Ill.

O10A52	O10E 52	O10I 52
O10B 52	O10F 52	O10J52
O10C52	O10G52	O10K52
O10D52	O10H52	O10L52

Name

Firm

Address

City..... Zone..... State.....



**MILLIONS OF BOXES
OF FAMOUS-NAME CANDY**



wrapped on *Hayssen* Automatic
WRAPPING MACHINES

Save half your money... Own a Hayssen Automatic Candy Box Wrapping Machine. A Hayssen Wrapping Machine costs you less than you think and is built to occupy about half the usual floor space. Over-wrapping candy boxes with a Hayssen

serves a three-fold purpose: makes a neater, tighter package, increases "shelf life", and adds to the attractive, fresh-looking appearance of your package. A showcase wrap on "extended edge" as well as plain candy boxes.

A MACHINE FOR ANY SIZE OR SHAPE OF PACKAGE

The Hayssen machine is fully automatic... easily handles and heat-seals cellophane, wax paper, foil, etc. If the wrapper is printed, the electric eye registers your printed message perfectly at the right location on the package. The Hayssen unit wraps up to 45 packages per minute with only one operator. Can be hooked into automatic

line conveyors. Special attachments (electric eye, roll-type top labelers, etc.) are available.

Over 42 years' experience gives Hayssen machines unmatched performance, low first cost, overall economy of operation and maintenance. Many Hayssen units are in use today that were purchased over 20 years ago.

WRITE for Bulletin on Hayssen Candy Wrapping Machines.
Tell us your wrapping problems—we have the answer.



Hayssen MFG. COMPANY
Dept. MC-10, SHEBOYGAN, WISCONSIN

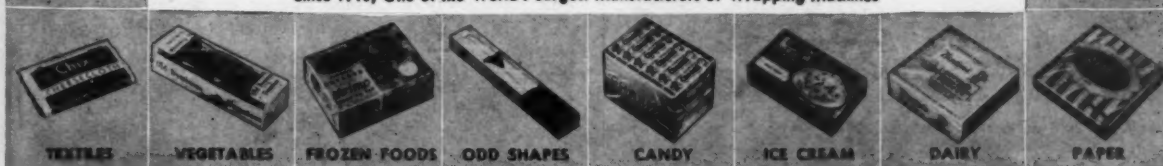
Since 1910, One of the World's Largest Manufacturers of Wrapping Machines



BAKED GOODS



MEATS



Better bookkeeping methods provide

BIGGER PROFITS for Oh! Henry

by K. E. MAC LENNAN

Controller
Williamson Candy Company



The author and a Credit Department employee examining the Simplified Unit Invoice Accounting Plan, which the Williamson Candy Company has installed.

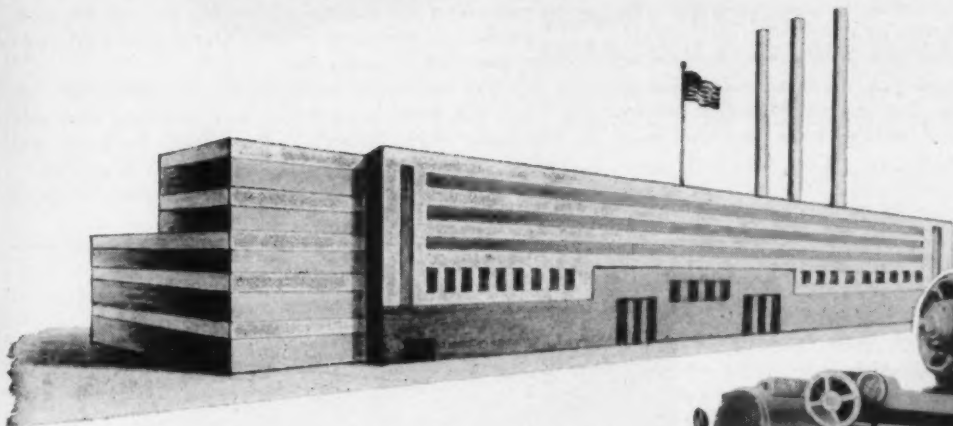
IN 1921 the idea of a candy bar consisting of a fudge center, coated with caramel, peanuts added, and covered with milk chocolate coating, to be sold commercially, was the aim of George H. Williamson. This idea, backed by resourcefulness, initiative and courage, mushroomed through a rapid growth.

The Williamson Candy Company expanded by developing new markets with extensive advertising in magazines, bill-boards, highway signs, street car advertising, newspapers and radio. New and better manufacturing methods, streamlined merchandising, and selling ideas were combined to tell the world of a better product for the customer at the lowest possible price. The present *Oh Henry* bar is the culmination of all of this effort. *Oh Henry* is produced in Chicago almost entirely by machine. Rolling machines, which automatically coat the fudge center with caramel and peanuts, and the automatic wrapping machines, which wrap irregularly shaped bars, are just two of these machine developments.

Research is continuous for new methods of performing the many jobs for better handling of the product, and a better means of attaining and controlling quality and less expensive manufacturing processes, all for one purpose—to give the consumer more and a better candy bar for his money.

Because of this rapid growth, we quickly outgrew our office space requirements and it was only natural that our machine bookkeeping system on accounts receivable soon was inadequate. Our answer was to increase the amount of equipment necessary to handle this problem, but we didn't have the space. In addition, on the machine bookkeeping system we were using efficient operation necessitated being 10 to 15 days behind in the postings. This, too, was a problem. It was necessary, therefore,

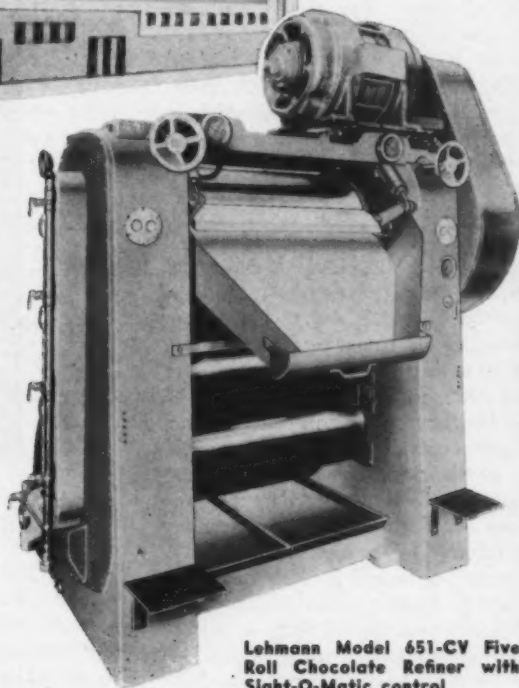
Do you really need that new plant?



To build or not to build—the answer to that question can make or break a manufacturer. Sometimes the desired results in increased output and reduced costs can be obtained by the installation of newer, labor-saving machinery—without the additional expense of new construction.

In the refining of chocolate, for example, new machinery is available that can increase output greatly per unit of floor space. Such a machine is the new Lehmann Model 651-CV Chocolate refiner with *Sight-O-Matic*® Control which saves time and guesswork in maintaining correct roll pressures and other adjustments.

Then there is the No. 450 Disc Conche that greatly reduces conching time and produces the same taste development in less than one-fourth the time of older machines. There are also substantial savings in power and labor costs. These are only two of ten or more types of time-saving chocolate refining equipment manufactured by Lehmann.



Lehmann Model 651-CV Five Roll Chocolate Refiner with Sight-O-Matic control

Our engineers are experienced in designing plant layouts for cocoa bean processing that have effected major production economies.

Before you build, talk to us. Improved Lehmann Chocolate Refining equipment may make that new plant unnecessary.

*Reg. U.S. Pat. Off.



J. M. LEHMANN COMPANY, Inc.

MAIN OFFICE AND FACTORY: 546 NEW YORK AVE., LYNDBURST, N. J.

to look for a new method of handling this increasing problem. A thorough investigation of various accounts receivable systems convinced management that the Remington Rand's SUIAP—Simplified Unit Invoice Accounting Plan—would ideally fit our billing, our collection system, and accounts receivable plans. This "bookless bookkeeping" was installed in August, 1950. The change-over from machine bookkeeping was accomplished by the Remington Rand Installation Service group in a 10-day period, with practically no confusion in our regular working routine.

SUIAP at Williamson Candy Company works in the following manner. Invoices and other debits are applied (post filed) by simply dropping them into the proper account pockets. These pockets are arranged alphabetically and consist of 8 separate controls. Remittances are applied by removing the invoices when paid and perforating them with the paid date. When a debit is post-filed to the account, a Graph-a-Matic signal is set to the week of the oldest unpaid invoice in the account, thereby giving visual credit control of all the accounts. The SUIAP operator is now a part of the Credit Department and processes the No. 1 and No. 2 credit letters automatically when the Graph-A-Matic signal indicates the account is past due.

With an average of 800 postings a day—during peak periods as high as 1200—the system operates with two clerks to take care of all normal operations; thus, one day's debits and credits are processed and completed on the following day. There is no difficulty in balancing or misfiling. With each clerk taking responsibility for routine credit authorizations and preliminary collection efforts, our credit control on part-due accounts is much more effective. When the routine collection effort does not produce the desired result, the account is referred to the Credit Department for special handling. Relatively few accounts require special collection effort. In each pocket there is a Billing Information card which is matched with new orders before billing. When pulling this Billing Information card, the clerk makes a visual credit check of the account in question and either approves or disapproves the billing of the specific order. This is done by comparing the open items in the pocket with the unshipped items which show on the Billing Information card, and the new order in hand, roughly calculating the value of the three and comparing this to the credit limit in that particular account, thereby approximately 95% of the orders are processed as far as credit is concerned, without burdening the Credit Department with this routine duty.

After the order is billed, the order number and quantity of merchandise is posted on the Billing Information card and returned to the customer's account pocket.

It seems that Remington Rand's Simplified Unit Invoice Accounting Plan was made for our business. We have effected a savings of about 40% in the labor effort that was previously necessary on the bookkeeping machines. Transcription errors have been eliminated. The work involved in handling our accounts receivable flows steadily, credit authorization is fast and accurate, and the graph-a-matic signals tell us at one quick glance which accounts need action without searching through hundreds of accounts in numerous ledgers. Our accounts are up to date, and cash is in the bank.

We find that in the approximate year and a half that SUIAP has been in operation, our accounts receivable problems, which formerly were created by peaks and valleys in our business, have been greatly simplified.

Oh Henry—a profitable idea! SUIAP—another profitable idea!

Code for the Prevention of Dust Explosions



Wide World Photo
Explosion of cornstarch in this candy plant in 1948 caused the loss of several lives and several million dollars.

The National Fire Protection Association, after many months of concentrated study, has completed the "candy code." Known as pamphlet No. 657, the "Code for the Prevention of Dust Explosions in Confectionery Manufacturing Plants," is the joint achievement of experienced fire protection engineers and representatives from industry and other interested circles, conferring as a subcommittee of the Association's Committee on Dust Explosion Hazards.

Under the guidance of Chairman Hylton R. Brown, dust-hazards expert of the U. S. Bureau of Mines at College Park, Maryland, the committee has developed in the Code a dual protection against explosions from fire in a candy plant—by listing ways and means of preventing

fires, and recommending every approved type of device for lessening the force and extent of the fires that do get under way.

In the Introduction, the Code describes the operations in confectionery manufacturing which constitute explosion hazards, and points out other explosive conditions.

In Chapter I, covering general standards, there is discussion of construction, interior surfaces, floor and wall openings, locker rooms and smoker areas.

Chapter 3, is a detailed discussion of specific standards as applied to the various manufacturing operations.

Copies of the booklet are available from the National Fire Protection Association, 60 Batterymarch Street, Boston 10, Massachusetts.

HI-LUSTRE Heavy Duty

DOUBLE TEXTURE ENROBING COOLING TUNNEL VOSS BELTS

HI-LUSTRE Heavy-Duty DOUBLE TEXTURE Enrober Cooling Tunnel Belts are the positive answer to over-frequent shutdowns and replacements. You needn't keep on suffering these unnecessary losses of time and money . . . Voss HI-LUSTRE Belts are giving candy makers everywhere the efficient, trouble-free performance *you* ought to have.

You see, Double Texture HI-LUSTRE Belts have the firm, tough body which lets them stand up indefinitely even under the most demanding day-in, day-out operation, and they are also just the answer for *Packing Table* use.

CURL-RESISTANT . . . CRACK RESISTANT

Yet, rugged as they are, their fine texture and specially developed coatings (you can get HI-LUSTRE in White, Green, or Black) prevent marring goods—give you the fine quality production you must have to keep sales mounting. And you can use HI-LUSTRE Belts on *any* drive. Write or call us about VOSS HI-LUSTRE today.



And for use on specialized drives—for improved and fancy finishes—you simply can't beat VOSS' famous HI-GLOSS—the belt that gives you mirror-like bottoms! Just the thing for Plaque Work, too.

★ ALSO ASK ABOUT ★

Endless Bottomer and Feed Belts—White Neoprene treated, or plain . . . Packing Table Belting—plain or treated with smooth white flexible coating . . . Caramel Cutter Boards . . . Batch Roller Belting . . . Wire Belting—for enrobers and special conveyors . . . Corrugated Rubber Pulley Covers . . . Canvas Specialties . . . and all your other Belting needs

5647 N. RAVENSWOOD AVE.
Chicago 26 . . .
118 E. 28th ST., NEW YORK 16 . . .
92 WATERHOUSE RD., BELMONT 78, MASS.

VOSS
BELTING & SPECIALTY CO.

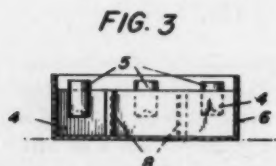
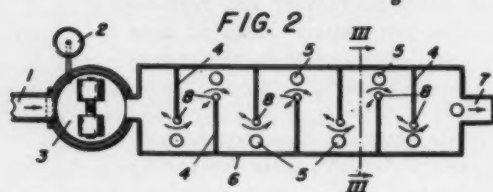
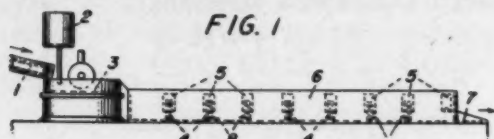
Patents

(from page 32)

direction opposite from the seat-carrying end; the arm of each carrier being engageable with said shaft, as the leading end of the carrier nears said driving wheels, whereby continued movement of the elements, pulling on the pivotal connection of the carriers, will swing the latter about said shaft as a fulcrum into completely inverted position and then allow it to move back into normal pendant position.

PROCESS FOR THE TREATMENT OF MASSES CONTAINING CHOCOLATE

Tore Nordenskjold and Knut Sixten Holmquist.
2,496,557, February 7, 1950.



The object of this invention is to simplify and shorten the conching process and at the same time produce a superior product.

A chocolate mass of the following composition:

- 44.5% by weight of ground cacao beans
- 45.0% sugar
- 10.0% cocoa butter
- 0.5% lecithin

was prepared by mixing and rolling the ground cacao beans, sugar and lecithin in the usual manner (5-roller mill) and after rolling working up the mixture with the cocoa butter. This mass was then conched with the aid of ultrasonic oscillations with a frequency of 327 kilocycles per second. The temperature of the mass at the beginning of conching was 87.8 F. After five minutes of ultrasonic treatment, the temperature was 105.8 F. and after 30 minutes treatment, the temperature was 136.4 F. No external heat was applied. At the end of the half-hour period, the mass was ready for the dipping of so-called pralines (chocolate covered fillings).

Figure 1 shows a side view of the apparatus. Figure 2 shows up top view, and Figure 3 is an enlarged vertical section of Figure 2 through Line III-III seen in the direction of the arrows.

Referring to the drawings, a band conveyor delivers the rolled chocolate mixture to the working up machine (3) which may consist of an edge mill of the usual type

to which cocoa butter is added from container (2). From the edge mill, the mass is continuously fed to the conching apparatus proper which consists of an elongated container (6) in which a number of screens or baffles (4) are arranged, past which the mixture slowly flows in a zig-zag path through the container from the working up appliance (3) to the exit where it is removed as a finished product. Air injectors (8) are provided at suitable points, preferably near the edges of baffles (4), whereby air of other suitable gases, as oxygen and carbon dioxide, may be introduced in a finely divided state as a dispersion in the chocolate mass. The air or other gases are preferably injected into the chocolate mass in the direction shown by the small arrows. Ultrasonic oscillators (5) are arranged in the path of the chocolate mass flowing past the baffles as indicated by the curved arrows so that they will influence the mass, whereby the introduced gases are driven out again at the same time that the mass undergoes transformations caused by the ultrasonic treatment. In the apparatus shown, the parts transmitting the ultrasonic oscillations consist of vertical bars provided with cut-out portions at the lower end in order that good contact with the chocolate mass is obtained.

The chocolate mass is as a rule sufficiently easy-flowing that it will flow by itself through container (6) from the higher inlet to the lower outlet (7), but it is evident that special means may be employed, if desirable, to convey the mass through the apparatus. The apparatus is chiefly intended for continuous operation but the feeding and conveying of the mass as well as the ultrasonic treatment may be made intermittent, if desired.

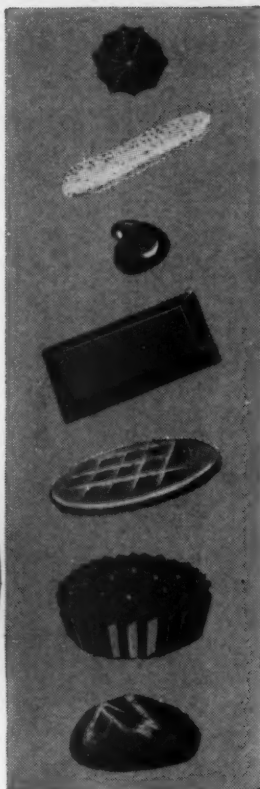
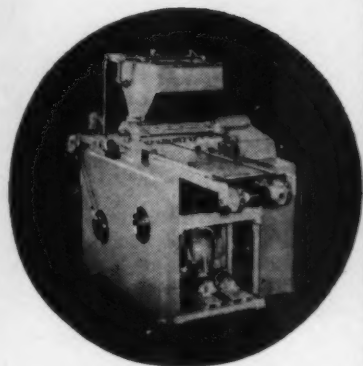
It has been found that by subjecting chocolate masses of various qualities and modes of preparation to ultrasonic oscillations of various frequencies and intensities it is possible to effect:

- (1) A reduced particle size in suspension
- (2) Higher stability of the product
- (3) More speedy depolymerization
- (4) More rapid oxidation.

than masses which are conched in the usual manner. The process in accordance with the invention, furthermore, considerably reduces the time necessary for conching and yields a product with better homogeneity, appearance and taste.

MACHINE FOR BLANCHING NUT MEATS 2,564,916
Clarence T. Nemir, Washington, D. C., assignor to K. N. H. Corporation, Washington, D. C., a corporation of Delaware
Application December 1, 1948, Serial No. 62,943
9 Claims. (Cl. 146-32)

A nut blanching machine comprising a power source, a wheel adapted to rotate about a horizontal axis, a plurality of nut blanching chambers arranged about the wheel with the open ends forming a part of the periphery thereof, a stationary feed hopper arranged over one portion of the wheel for depositing a load of nuts to be blanched into the chamber positioned in operative relation therewith, a closure member adjustable radially about another portion of the wheel for sealing off one or more of said chambers when in one position of adjustment and for releasing said chambers when in operative position of adjustment, air injection means adjustable into and out of positions for introducing turbulent streams of air into said chambers when sealed by said closure member, and an operative connection between said power source and said wheel, closure member and air injecting means for controlling adjustment thereof in predetermined consecutive order.

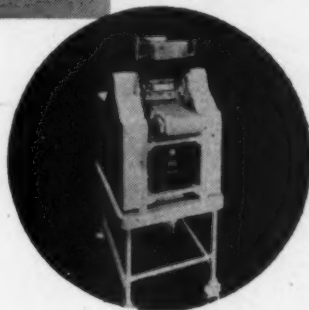


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Supply Field News



• Roderick L. Grace, formerly Acting Sales Manager, has been appointed to the position of Sales



Mr. Grace

Manager of the J. W. Greer Company, Cambridge, Massachusetts. Mr. Grace has been associated with the Greer company for the past twenty-four years. With the aid of Assistant Sales Manager, Thomas F. Spooner, also a long-time Greer representative,

he will head the eighteen-man sales department of the company.

The J. W. Greer Company expects to move into its new plant located at Wilmington, Massachusetts, some time this month. The new plant's added facilities will offer even greater distribution of the famous Greer products than previously.

• Oakite Products, Inc. had one of the outstanding displays at the Dairy Industries Exposition held in Chicago during September. New time-saving equipment as well as the standard cleaning and sanitizing materials were exhibited.

• Voss Belting & Specialty Co. has been appointed to be the first distributor of DuPont's "Teflon" coated glass fabrics to be used as conveyor belting. The Voss Company will distribute this new product on a national basis.

W. H. Jenks has been appointed representative of the Voss Belting and Specialty Co. to cover the New England States.

• Caesar A. Mascherin, U. S. A. Resident Representative of Carle & Montanari of Milan, Italy, has moved his New York office to a new location: 15 Park Row, New York 38. Telephone WOrth 4-3246.

• As we go to press, word is received of the death of Robert J. Burke, Sr., president of the Burke Products Co., Inc., Chicago. Mr. Burke died on October 2, in the South Shore hospital, where he was taken after a fall at his home when he fractured his hip. We join with his family and many friends in the confectionery business in mourning the loss of this friend.

(Please turn to page 56)

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Cola and Stoner



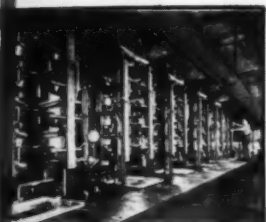
— Nation
Tempering



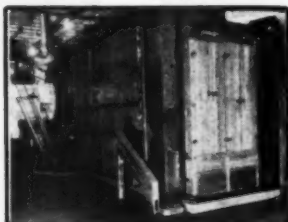
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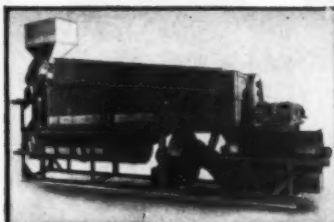
This Is Only A Portion Of The Equipment Available . . . Detailed Inventory Available On Request



—Carver Cocoa Butter Presses, auto. filling and ejecting. Stainless Steel Metal Filter Pads.



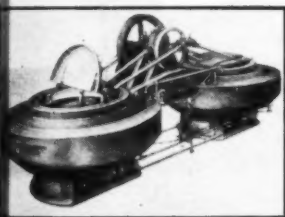
Lehmann Cocoa Cooling Unit—6 tiers. With Breaker, Pulverizer, Raymond 7 ft. Wind Sifter.



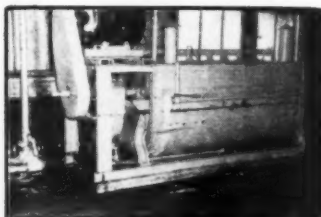
Burns Thermal new-style Continuous Gas Roaster.



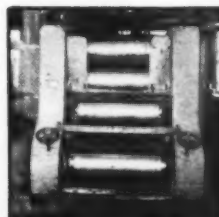
5—36" Triple Liquor Mills with Corundum Stones.



—Lehmann 2-pot Conches, 4000 lbs. cap., 2000 lbs. per pot.



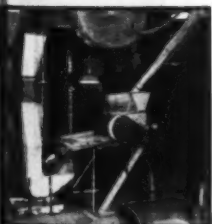
6—Lehmann Emulsifiers, 4000 lbs. cap.



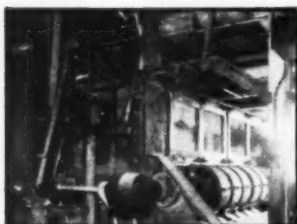
3—Lehmann 912 Five-Roll Refiners, high speed, roller bearing.



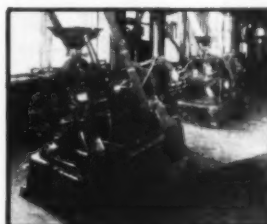
2—Lehmann high speed Three Roll Refiners, roller bearing.



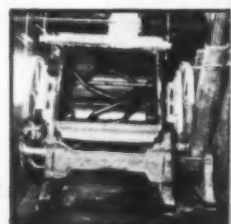
Burns Cocoa Bean Cleaner and Stoner.



2—Lehmann Crackers and Fanners.



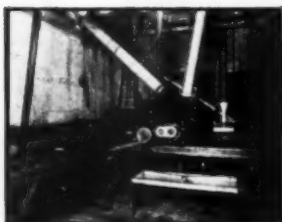
7—Bausman Double Disc Liquor Process Mills.



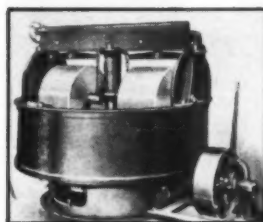
Read Double Arm Jacketed Batch Mixer, 2000 lbs. cap.



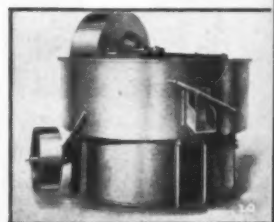
—National Equipment Chocolate Tempering Kettles, 2000 lbs. cap.



Gaebel Specialty and Bar Depositor with Shaking Table and mould Cooling Tunnel.



National 6 ft. Melangeur.



5—National Equipment 2000 lb. cap. Chasers.

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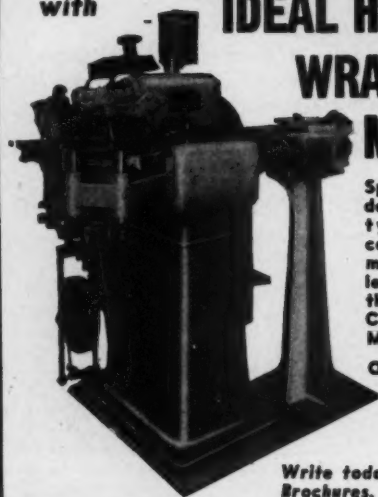
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SUPPLY FIELD NEWS (continued)

• Voss Belting & Specialty Co. had more than 500 guests—employees, customers, suppliers and other friends—at an all day outing held recently at Lake Beulah, Wisconsin. According to Robert Voss, vice president, it was hard to tell who enjoyed the day most, the guests or the hosts! But everyone agreed that a fine time was had by all.

• Blackmer Pump Company, has appointed Elmer H. Lanthorn general sales manager, according to a recent announcement made by Brittin L. Gordon, president. Mr. Lanthorn has in the past been associated with Peerless Pump Division of Food Corporation. He assumed his new responsibilities Machinery & Chemical Corporation, and the Dravo with Blackmer in August.

• John Sheffman, Inc., is now offering a new Monroe Cutter, built especially for them. A unique cutter arrangement which does not break the ends of the candy, makes stick candies—round, square, triangular, and twisted, in lengths from 2" to 10". Adjustment from one length to another is very easily made, simply by changing the sizers and sprockets on the cutting knife.

• Fred S. Carver, noted inventor, engineer, and manufacturer, passed away during August of this year, following a short illness. Mr. Carver was widely known for his contributions in the design and development of hydraulic equipment. He held numerous U. S. and foreign patents. Among the developments credited to him are the Carver Hydraulic Filter Press and the modern Cocoa Butter Press used in the chemical process industries and in nearly all the principal chocolate and confectionery plants throughout the world. He established his own company more than 40 years ago, and in 1946 incorporated as Fred S. Carver, Inc.

• Monsanto Chemical Company has recently announced the opening of a new plant in Seattle and increased manufacturing facilities in a plant in St. Louis, to produce vanillin from lignin, a by-product contained in sulphite liquors from the wood pulp industry.

• Percy C. Magnus, of Magnus, Mabee & Reynard, Inc., has been named president of the recently organized Citizens Traffic Safety Board, which will serve as a "watchdog" over the Police and Traffic Departments.

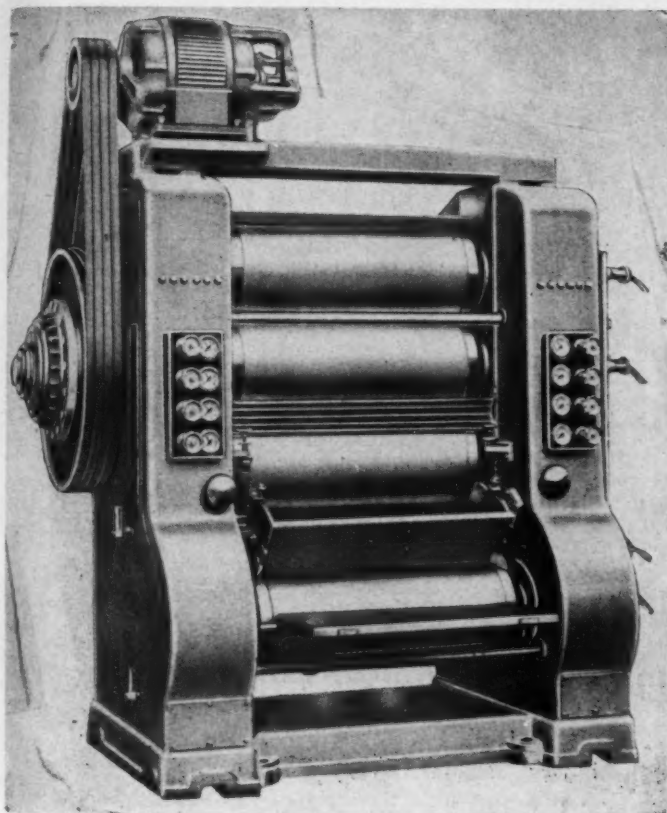
• The Gair Cartons Division, Piermont, New York, of Robert Gair Company, Inc., New York, is celebrating its 50th Anniversary this year. The Division's predecessor, the Piermont Paper Company, installed the first machine in 1902. That first machine turned out approximately 25 tons a day.

• R. E. Funsten Co. announces the resignation of R. J. Moore as chairman and the election of Perry A. Noble to succeed him. Hugh L. King was elected president.

Please turn to page 60

The New FIVE ROLL REFINER

with hydraulic control adjustment
of the pressure of the rolls

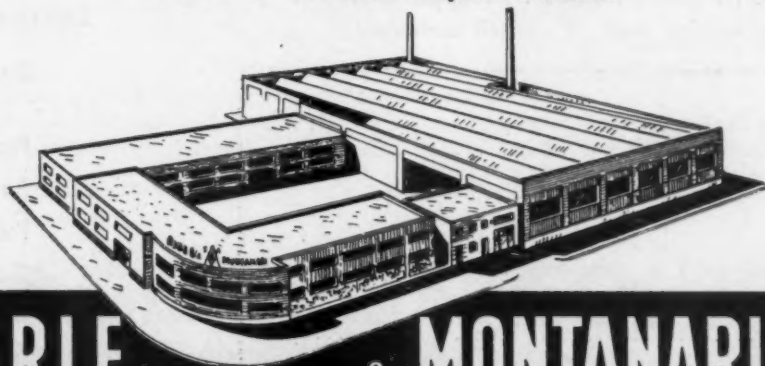


*New patented hydraulic
control device provides*

- Possibility of reaching the established pressure on the rolls by means of reading the special indicators
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- Minimum consumption of energy and cooling water.

For complete information contact

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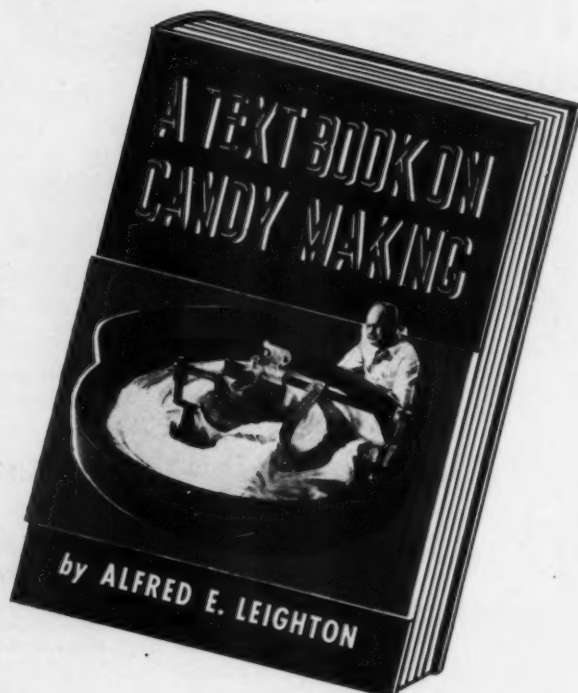
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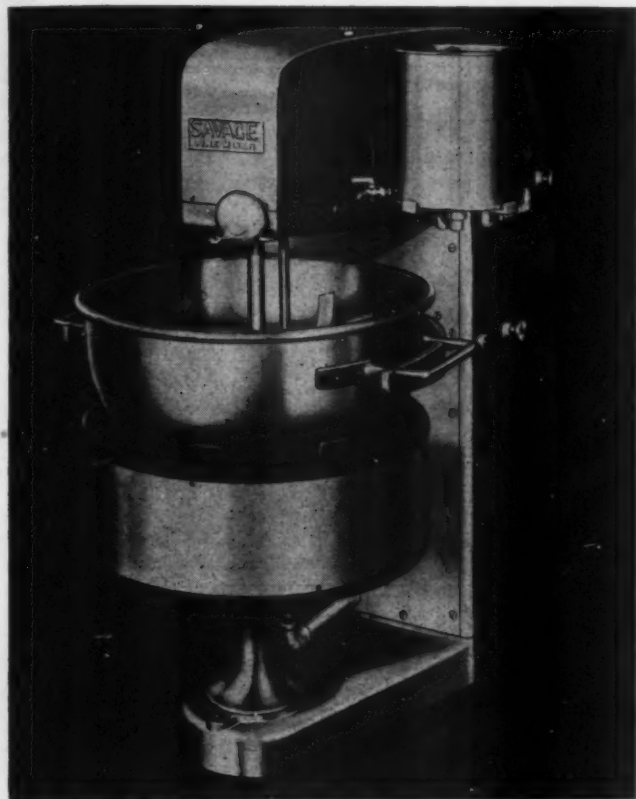
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Savage Fire Mixers are used by large manufacturers as well as individual retailers in practically all plants in the United States, Canada and many foreign countries.

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2. Atmospheric Gas Furnace with stainless steel shell for manufactured, mixed and natural gas, also liquid petroleum gas 2550 b.t.u.
3. Steel agitator with improved nickel alloy scrapers securely attached to stainless shaft yet easily removable. Single or double action as desired.
4. Variable speed from 30 r.p.m. to 60 r.p.m. without stopping machine—no clutch or gear shift.
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6. Exclusive Savage break-back feature, tilting within floor space 32" x 48".
7. Sealed ball bearings and steel cut gears used for silent operation.
8. Stainless steel cream can with brass faucet.
9. Stainless steel drip pan attachment.
10. Regularly supplied with copper kettle 24" diameter 12½" deep; also adaptable for copper kettle 24" x 16". If desired stainless kettle 24" x 12½" can be furnished.

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50" two-cylinder Werner Cream Beater.

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2000 lb. and 1000 lb. National; 1200 lb. and 600 lb. Racine Chocolate Melters.

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OCTOBER

1952

SUPPLY FIELD NEWS (continued)

• **Thomas W. Koch**, Director of Advertising and Sales Promotion of Shellmar Products Corporation, died suddenly on August 18. Mr. Koch first became associated with Shellmar Products in 1929, when



Mr. Koch

he began his career with the company as a salesman. He became Director of Sales of the Western Division in 1937, and Director of Advertising in 1946. He was an eminent speaker and writer and his name appeared many times in programs and publications associated with

the candy industry. His paper on "Protective Packaging" given before the NCA Convention in Chicago in May, was printed in its entirety in the July, issue of THE MANUFACTURING CONFECTIONER. We join with Tom Koch's associates and many friends in the industry in mourning their great loss.

• **Empire Box Corporation** has been honored in their South Bend, Indiana, plant by the American Mutual Liability Insurance Company. A certificate was presented to the plant's Safety Committee and each employee received a personal letter congratulating him on his part in establishing the enviable record of achieving over 300,000 man-hours of employment without a lost-time accident.

T. W. Ross, vice-president in charge of sales for Empire Box, has begun an extended leave of absence from business duties. George B. Kamerer has joined the company's sales staff and will cover the metropolitan New York area. Robert C. Ewer, who has been named assistant sales manager of Empire, will be working in the New York area.

• **Heekin Can Company** has announced the retirement of Wilbur H. Turner, who represented the company in Illinois, Indiana, Iowa, Missouri and Wisconsin for more than twenty-five years. John H. Dettenwanger will replace Mr. Turner, and C. H. "Tim" Meadows will take over in Michigan and Indiana as Mr. Dettenwanger's replacement.

Another inter-company transferee is Robert L. Gastenveld, who has recently been established as General Line Sales Representative in Ohio and parts of Pennsylvania and West Virginia.

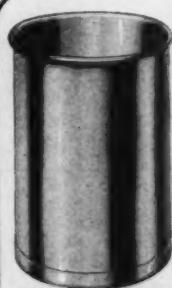
• **Robert Gair Company, Inc.**, through its vice president in charge of the boxboard division, Herman Whitmore, announces the appointment of George J. Tooker as division manager of their Natick, Massachusetts, Boxboards Division.

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J. KOCH replies to R. WHYMPER on the subject of Chocolate Tempering

True to our word we are printing this first issue taken with Mr. Robert Whympers in the article appearing in the July issue of The MANUFACTURING CONFECTIONER. There may be others who will have something to say on this subject, and M. C. invites them to comment.

Dear Sir:

I thank Mr. Robert Whympers for his comments on my article on chocolate tempering (original article: Jan. 1952 issue of M.C., criticism: July 1952 issue). Silence may be a virtue, but it would indeed be a dull world if we were all to follow the poet's advice. As Crabbe also says,

*"For who the dangerous path can shun,
in such bewildering world as this?"*

*"For who the dangerous path can shun,
in such bewildering world as this?"*

(G. Crabbe, *Meeting*).

I agree that my use of the word "supercooling" is open to question, but I still cannot put forward another which would make my meaning any clearer. I certainly do not agree with Mr. Whympers that it is impossible to supercool a stirred chocolate mixture, but I could fill two or three issues of the M.C. with discussion of this point alone. After all, it is a matter of opinion as to what thermometer reading correctly represents the "setting point" of such a mixture, for it is impossible to determine any setting point at all without adopting some arbitrary convention—the first appearance of "cloudiness" is apparently the one favored by Mr. Whympers—but until setting can be more satisfactorily defined than this, it is surely a waste of effort to try to draw any very fine distinction between cooling, super-cooling and sub-cooling? I have my own views on the most desirable way of determining the "setting point" of a cocoa butter mixture, using cooling curves, but that is too much to go into now. Suffice to say that Mr. Whympers is evidently a supporter of the "vacuum flask" school, whereas I regard the vacuum flask as an abomination for cooling curve work and am prepared to query any "proof" based on vacuum flask cooling curves. Another generalization, perhaps, but time and space are not unlimited.

I am sorry if he thinks I have neglected to give due credit to past investigators, but I was under the impression that most of what appeared after the first two paragraphs, and part even of them, was original. Certainly nothing is ever really new, but at least I have never yet met anyone who was prepared to accept my analysis of tempering practice, in terms of fat content and time of treatment, without a great deal of argument. Obviously there is a long background to any article of this sort, but it is quite impracticable to analyze sources of information (or inspiration) down to the last detail. I have, of course, seen some of the writings he refers to—in fact his list of authors is my main justification for terming him a "vacuum flasker"—but I have by no means read all of them. I also add to his list, with warm recommendation, the names of Vaeck and Fincke. I could always add

a bibliography to any article, as long as the article itself, but I don't think it would really be of much value; so far as the present article is concerned, such references as I could add would only be irrelevant to the main argument.

In general, I suggest that the common run of articles only require cross-referencing to other works when (a) the author is quoting from another's work (including indirect quotation, though within reasonable limits), or (b) a study of the work referenced is recommended to the reader as giving more detail on a particular point under discussion. I suggest that a more general bibliography, such as Mr. Whympers requests, should be confined to articles of historical interest and to works of reference, both of which can be of the greatest value. Even on such a narrow subject as the tempering of chocolate, the bibliography is now enormous, and I should prefer to leave it to the historians to evaluate the contribution of individual workers to the whole.

A sharp dividing line, especially as to what constitutes indirect quotation, is often hard to draw, and I beg Mr. Whympers's forgiveness if I have unjustifiably relegated him and some of his friends to history. In mitigation, I plead that it is a good 15 years since I have studied any of the authors he refers to (excepting Jensen). This may seem to him a dreadful confession, sufficient to ban me from access to any printing press, but such is life. Incidentally, if and when I do write an article on the history of chocolate tempering, I suspect that considerable credit is going to be given to the pharmacists of the middle ages—I haven't much doubt that the practice of chocolate tempering derived from their experimental work on the blending of salves and ointments.

As to the viscosity of chocolates, I hardly know where to start; I can only suggest a glance through the wealth of material and bibliography in Scott Blair's "A Survey of General and Applied Rheology" (Sir Isaac Pitman & Sons Ltd., London, 1949). It is a fascinating subject, but our knowledge and understanding of it is slight, to say the least. Doubtless I shall sometime be imprudent enough to risk some comment on the theory and practice of chocolate viscosity determination, but not to-day. I can only trust that the poet was equally well informed when he said (or predicted?):

*"We've trod the maze of error round,
Long wandering in the winding glade;
And now the torch of truth is found
It only shows us where we strayed".*

(G. Crabbe, *Late Wisdom*)

Yours faithfully,
J. KOCH

This enthusiastic endorsement speaks louder than words..



SPERRY Candy Company

MANUFACTURING CONFECTIONERS

133 W. PITTSBURGH AVE.
MILWAUKEE 4, WISCONSIN

April 28, 1952

Gentlemen:

The new M-100 Steel Mogul you shipped us recently has been received and installation was completed last Friday, April 25th.

We are now operating this mogul. We would like to mention that it is a fine running machine and you are to be complimented for the excellent job you have done in building it and we are highly pleased with its performance.

Our understanding of your terms was payment less 1% 10 days after installation -- accordingly we are enclosing our check herewith which we trust you will find in order.

Yours very truly,

F. F. Foster
F. F. Foster



**ALL-NEW
ALL-STEEL
HEAVY-DUTY**

National **MOGUL**
Model M-100



SPERRY Candy Company

May 9, 1952

Dear Mr. Greenberg:

We are today in receipt of your letter dated May 5th.

It will be agreeable with us that you use our complimentary letter to you in any material you are preparing for the N. C. A. Convention in Chicago. We never object to the truth.

The only fault we have in this deal is with ourselves -- we should have purchased one of your new moguls long ago.

Wishing you continued success and with kind regards, I am

Very truly yours,

F. F. Foster
F. F. Foster
President

The Model M-100 Ball Bearing Mogul is unapproachable for faithful and efficient performance. It is the only Mogul and the only starch machine remaining on the market today. The M-100 Mogul performs continuously at high speed -- under the toughest conditions. It is the "heart" of the candy plant around which all other production operations revolve. This amazing machine could only be produced by top engineers and expert mechanics who have a thorough knowledge of the requirements of the confectionery industry.

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don't
delay*

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The result of this strict laboratory control — this ceaseless search for better cartons — is finer packaging quality — greater packaging economy for you.

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Candy PACKAGING

SUPPLIES • SALES AIDS • MERCHANDISING

THIS SECTION APPEARS MONTHLY IN THE MANUFACTURING CONFECTIONER



More Glamour for the Holiday Package!

by ALICE W. BURNHAM

Editorial Staff

THE MANUFACTURING CONFECTIONER

RIBBONS, bows, bands, labels, special packages and overwraps, all combine to insure special Holiday appeal. And the best part of it all is that the everyday package is right there all the time, and only a quick twist of the wrist is necessary to get right back to merchandising normalcy the day after the Holidays.

In the September issue of The

MANUFACTURING CONFECTIONER we presented many ideas of how to convert the year-round package into something special for the Christmas season, without encountering the expense of an entirely new package. In this issue we continue our showing of how it can be done.

In the photograph featuring boxes of Barricini, Whitman and DeMet,

simple bows transform the well-known packages of these manufacturers into obvious gifts.

The handsome Barricini packages at the top of the photograph, decorative in themselves, are complemented with bows. The package on the right, has been wrapped with Barricini's special paper, white and dubonnet carrying the box design in miniature, and tied with the company's special rose-toned Print-Ad-String imprinted in dubonnet. The box at the left, unwrapped, with its gold-embossed dubonnet design on white, is tied with $\frac{3}{4}$ " wide gold-colored Ribbonette, in a simple-to-make bow.

In the center row, featuring Whitman packages, wrapped and unwrapped, the cream-toned paper wrap with small all-over design in dark green, is tied with imprinted string in shaded green stripes on white, gold-edged. At the right, the light-green and white checker-board box itself has been tied with $\frac{3}{4}$ " Christmas-tree Ribbonettes, which blends with the box color and design.

At the bottom is shown two treatments of the De Met box with the grey and peach colored serpentine design. A simple-to-do bow of white



**SEE how
easy it is
TO CUT CARTON COSTS!**



*Model PA Carton Former in plant of Sawyer Biscuit Division,
United Biscuit Company, Chicago*

The machine you see here is making cartons from economical die-cut blanks... Far less costly than buying prefabricated cartons or blanks that have to be set up by hand... You'll notice, too, that there's no attendant at the machine—it simply has to be kept supplied with blanks. No labor problem here!... Finished cartons travel automatically to the packing stations.

Our Model PA Carton Former is adaptable to many different types of cartons and can be adjusted to accommodate different sizes. Has a speed of up to 102 cartons a minute.

Blanks are easily stored and take up a minimum of space. So you can buy in large and economical quantities, making your cartons as you need them. No delayed shipments to worry about—and you're always ready for peak demands.

Mechanically, the PA Carton Former is an outstanding piece of machinery—resulting in cartons that are firmly glued, neatly squared and accurately formed in relation to printed surfaces. Yes, you're sure of a quality carton when you install a PA Carton Former!

This machine is now serving many leading manufacturers. Let us show you how it would make your cartons—AT SUBSTANTIAL SAVINGS.

Literature on request

Write our nearest office

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NEW YORK CHICAGO BOSTON CLEVELAND ATLANTA DALLAS DENVER
LOS ANGELES SAN FRANCISCO SEATTLE VANCOUVER, WASH. TORONTO MEXICO, D.F.



PACKAGE MACHINERY COMPANY



and grey for a decorative any-time package, and an unusual, very simple one-loop treatment with $\frac{3}{4}$ " Ribbonette in a holly design.

Cellophane strips in roll form, gaily printed in standard patterns, provide bands which can be cut from the roll in right-length strips and secured around the regular package with a short piece of cellophane tape. Many standard holiday patterns are available at low cost and for quick delivery.

Plain colored red or green cellophane ribbon in various widths can be used to band packages. These may be secured with cellophane tape or tied into dressy bows. This type of material is readily available and provides low-cost holiday package.

Stock printed bags, gay with holly, other seasonal art and "Season's



Greetings" can be slipped over standard packaging. These bags are available in cellophane or poly-ethylene plastic. The plastic has a re-use value in the home, and for that reason may be worth the slightly higher price charged for it.

Special overwraps of cellophane converts the standard candy bar car-



tons of L. S. Heath & Co., of Robinson, Illinois, into an attractive Christmas gift. When the overwrap is removed from the unsold packages, the candy can still be retailed by the carton, or by individual bars, with the carton acting as a counter display unit. The Heath company also uses special cellophane overwraps for Easter, Valentine's Day, and Mother's Day.

E. J. Brach & Sons of Chicago gives its line of hard candies a fea-



The MANUFACTURING CONFECTIONER gratefully acknowledges the assistance and cooperation of the Chicago Printed String Co., Mehl Manufacturing Company and its agency, The S. C. Baer Company, and E. I. du Pont De Nemours & Company for photographs and data furnished for this article.

tive air with a saddle label, which has a perforated apron printed in yuletide colors. The apron is easily torn off from unsold packages. Saddle labels can also be used to close regular bags or overwrapped on standard package labels.

Stock designs in many materials are available for bands, labels, overwraps, etc. and only a little ingenuity on the part of the manufacturer can accomplish wonders in attracting his fair share of the Christmas trade.

Holidays at any time of the year provide a special market for the candy manufacturer. But most of all the Christmas season is a time for gift and impulse buying, and competition for attention is terrific. Next to the product itself, it's the package that attracts the most that sells the most!



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for C

hints for packaging mints

(and other candies, too)

Butter mints aren't the easiest product in the world to package successfully. Delicate and fragile, they are highly susceptible to humidity... and certain light rays often damage the mints.

The difficult packaging problem of Vernell's Fine Candies, Seattle, Washington, was solved with an opaque bag of double-wall moisture-proof cellophane laminated with a permanently plastic agent. Air and harmful light rays are sealed out. The original quality of Vernell's Butter Mints is assured from candy kitchen to candy customer.

For an equally outstanding package creation for your product—consult your Shellmar Packaging Counselor.

Shellmar Products Corporation • Mt. Vernon, Ohio

Plants: Mt. Vernon and Zanesville, Ohio • South Gate, Calif. • Columbus, Ga.
Mexico City • Medellin, Colombia • Sao Paulo, Brazil



Vernell's Butter Mints are packaged in 7-ounce commercial packs and in special 3-ounce "tasting samples," with clever "U" board stiffeners to prevent crushing. A striking over-all silver background, with mint leaves and printing in green, make this Successful Package Creation a best-seller nationally.



THE MANUFACTURING CONFECTIONER'S

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of **The MANUFACTURING CONFECTIONER**.

10c — 15c — 25c Packages and Salted Nuts

Code 10A52
Butterscotch
7 ozs. for 29c

(Purchased in a supermarket, Chicago, Ill.)

Appearance of package: Good.
Container: Cellulose bag, printed in brown and yellow. Pieces are wrapped in yellow cellulose.

Butterscotch:
Color: Good.
Texture: Good.
Flavor: Fair.

Remarks: One of the best butterscotch pieces we have examined this year. Suggest an additional salt be used to improve flavor.

Code 10B52
Antacid Mints
12 tablets for 10c

(Purchased in a drug store, Chicago, Ill.)

Appearance of package: Good but small looking.

Wrapper: Mints are wrapped in tin foil, paper band printed in blue, yellow and red.

Mints:
Color: Good.
Texture: Soft.
Flavor: Fair.

Remarks: To improve flavor we suggest a good strong mint flavor be used as piece has a "flat" taste.

Code 10C52
Licorice Shoestrings
4½ ozs. for 16c

(Purchased in a supermarket, Chicago, Ill.)

Appearance of package: Good.
Container: Cellulose bag printed in red and white.

Shoestrings:
Color: Good.

Texture: Good.
Flavor: Good.
Remarks: The best licorice piece of this kind we have examined this year. A very good licorice flavor.

Code 10D52
Jelly Center After Dinner Mints
3½ ozs. for 10c

(Purchased in a department store, Chicago, Ill.)

Appearance of package: Good.
Container: Cellulose bag printed in black, pink and white.

Mints:
Color: Good.
Texture: Good.
Centers:
Colors: Good.
Jelly: Good.
Flavors: Good.

Remarks: The best mints of this kind we have examined this year.

Candy Clinic Schedule For The Year

The monthly schedule of the **CANDY CLINIC** is listed below. When submitting items, send duplicate samples six weeks previous to the month scheduled.

JANUARY—Holiday Packages; Hard Candies
FEBRUARY—Chewy Candies; Caramels; Brittles
MARCH—One-Pound Boxes Assorted Chocolates up to \$1.00.
APRIL—\$1.00 and up Chocolates; Solid Chocolate Bars
MAY—Easter Candies and Packages; Moulded Goods
JUNE—Marshmallows; Fudge
JULY—Gums; Jellies; Undipped Bars
AUGUST—Summer Candies and Packages
SEPTEMBER—Bar Goods; 5c Numbers
OCTOBER—Salted Nuts; 10c-15c-25c Packages
NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces
DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages, New Packages

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Code 10E52
Salted Nuts
2 ozs. for 25c

(Purchased in a railroad station, Chicago, Ill.)

Appearance of package: Good.
Container: Cellulose bag printed in red, white and blue.

Salted Nuts:
Almond, Pecan, & Cashew Pieces:
Roast: Good.
Salting: Good.
Texture: Good.
Taste: Good.

Remarks: Bag contained mostly cashew pieces. Slightly high priced at 25c for 2 ozs.

Code 10G52
Mint Cuts
1 oz. for 10c

(Purchased in a drug store, Chicago, Ill.)

Appearance of package: Fair.
Container: Cellulose bag, paper clip on top printed in pink and green.

Mints:
Color: Good.
Stripes: Good.
Texture: Good.
Flavor: Fair.

Remarks: Flavor is not strong enough. This type of confection needs a good strong flavor. Slightly high price at 10c for 1 oz.

Code 10F52
Old Fashioned Licorice Cuts
10 ozs. for 29c

(Purchased in a supermarket, Chicago, Ill.)

Appearance of package: Good.
Container: Cellulose bag printed in black, yellow and white.

Cuts:
Color: Good.
Texture: Good.
Flavor: Fair.
Remarks: Suggest anise flavor be left out and more licorice be used.

Code 10H52
Fresh Almonds
¼ oz. for 10c

(Purchased at a hotel candy bar, Chicago, Ill.)

Appearance of package: Good.
Container: Cellulose bag printed in red and white.

Almonds: Unbleached.
Color: Good.
Texture: Good.
Taste: Good.
Remarks: These were good eating almonds.

Code 10I52
Burnt Peanuts
2¼ ozs. for 10c

(Purchased in a cigar store, Chicago, Ill.)

Appearance of package: Good.
Container: Cellulose bag, paper clip on top printed in red, yellow and white.
Peanuts:
Color: Good.
Finish: Good.
Texture: Good.
Taste: Good.

Remarks: The best burnt peanuts we have examined this year. Very well made and good eating.

Code 10J52
Salted Peanuts
¾ ozs. for 5c

(Purchased in a cigar store, Chicago, Ill.)

Appearance of package: Good.
Container: Cellulose bag printed in red, white and blue.

Peanuts:
Roast: Good.
Salting: Good.
Texture: Good.
Taste: Good.

Remarks: One of the best 5c packages of salted peanuts we have examined this year.

Code 10K52
Assorted Sugar Mints
9 ozs. for 18c

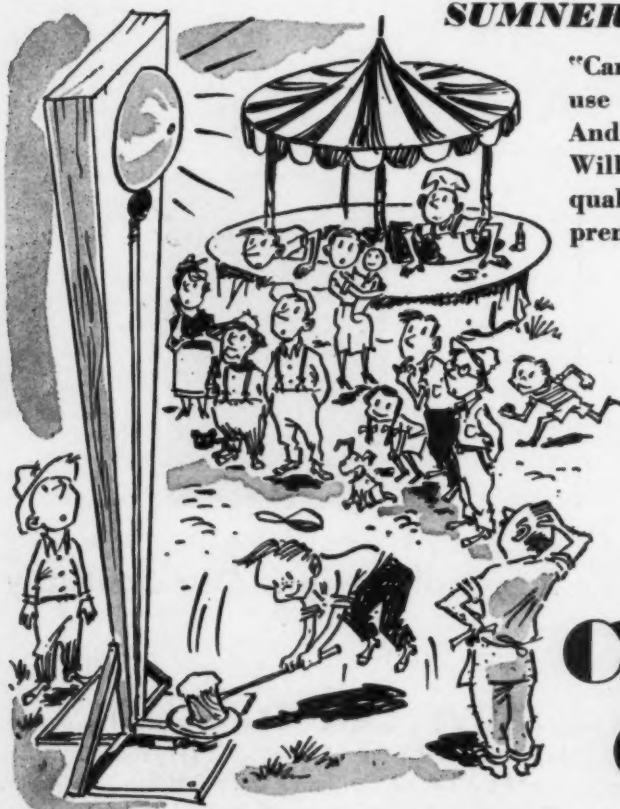
(Purchased in a supermarket, Chicago, Ill.)

SUMNER BATES SAYS:

"Candy sales go UP when you use a really good coating. And the best thing about Wilbur is that you get quality without paying a premium price."



Sumner H. Bates is covering the big Chicago territory for Wilbur Chocolate Coatings. It's a great combination because Sumner knows the candy business and the candy manufacturers know they can rely on Wilbur quality. So the Chicago trade who want information about chocolate get in touch with Sumner at 426 West Erie Street, Chicago, Ill.



WILBUR
CHOCOLATE
COATINGS

WILBUR-SUCHARD CHOCOLATE COMPANY, INC. • LITITZ, PA.

Appearance of package: Good.

Container: Cellulose bag printed in black, red and white. Mints are in the shape of playing cards, hearts, spades, diamonds and clubs.

Mints:

Color: Good.

Molding: Good.

Texture: Good.

Flavors: Fair.

Remarks: Package is attractive looking. Lemon and orange colored mints did not have enough flavor. This type of confection needs good strong flavor.

Code 10L52

Assorted Crystal Cream Wafers 8½ ozs. for 29c

(Purchased in a drug store, Chicago, Ill.)

Appearance of package: Good.

Container: Folding box, window on top and sides. Printed in yellow and green.

Mints:

Colors: Good.

Texture: Good.

Crystal: Good.

Flavors: Wintergreen: Good.

Peppermint: Had a strong oil taste.

Remarks: Suggest peppermint flavor be checked up as it is not up to standard.

Code 10M52

Hard Candy Mints 8 ozs. for 25c

(Purchased in a drug store, Chicago, Ill.)

Appearance of package: Good.

Container: Cellulose bag printed in red and white.

Mints:

Color: Good.

Stripes: Good.

Texture: Good.

Flavor: Fair.

Remarks: A good eating mint, but the flavor was not strong enough. A piece of this kind needs a good strong flavor.

Code 10N52

Cluster Pops

5 pieces—1½ ozs. for 10c

(Purchased in a department store, Chicago, Ill.)

Appearance of cluster: Good. Pops are wrapped in colored paper backed foil, overall cellulose wrapper printed in red and white.

Pops:

Colors: Good.

Texture: Good.

Flavors: Good.

Remarks: The best package of this kind we have examined this year.

Candy Problems Solved!

ALFRED E. LEIGHTON

Consulting food chemist &
candy technologist
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Correspondence invited.

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Schrafft's New-Old Package Provides Dealer Interest



As the result of the three-panel window display, featuring photographs of the company's product yesterday and today, Schrafft's may have to restore to the market the box of old-fashioned "Schrafft's Blue Banner Chocolates"—or at least the illustration. From their own archives the Schrafft people dug up the old

box for the third element of their display panel, and the first thing they knew dealers were asking "How about the rose-topped packages?" If enough interest is displayed in the old-fashioned box and its contents, the company will certainly revive them.

LOWER COST

AND

SMOOTHER BOTTOMS

ON YOUR PIECES

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PRIVATE DESIGNS

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News of Associations

• **The Seventh Annual Production Conference of the Pennsylvania Manufacturing Confectioners' Ass'n** will be held Thursday and Friday, April 23-24, 1953, at Lehigh University, Bethlehem, Penn. Plans are well under way for a full two days of discussions of problems of interest to producers of candy. The highlight is expected to be the Chocolate Symposium, with representatives from outstanding American and Swiss companies cooperating. The program will also include discussions on Liquid Sugar, Whipping Agents, Dietary Candies, and other subjects of interest to all candy technologists.

• **National Candy Wholesalers Ass'n., Inc.** Board of Directors will hold its annual fall meeting at the Shoreham Hotel, Washington, D. C., October 2, 3 and 4. The theme of the meeting will be "How

NCWA can best serve the interests of the candy industry." This year's program will be presented by Peter Kramer, Peter Kramer & Son, Boston, president of the association.

• **National Automatic Merchandising Association** held its annual Convention and Exhibit at the Palmer House in Chicago, September 14 through 17. Special tribute was paid during the convention to several companies who either manufacture automatic merchandising machines or the products sold through the machines, and charter memberships were given to them in the Association's Exhibitors' Club. Among those honored were several candy manufacturers: Hershey Chocolate Corp., Hershey, Penn.; Walter H. Johnson Candy Co., Chicago, La-mont, Corliss & Co., New York; The Sweets Company of America, Inc., Hoboken; Universal Match Corp., St. Louis, and Wilbur-Suchard Chocolate Co., Inc., New York.

• **Packaging Institute** will hold its Fourteenth Annual Forum at the Hotel Commodore, New York on October 20, 21 and 22. Packaging in the Advancing Atomic Age will be the theme of the forum discussions.

• **National Association of Tobacco Distributors**, through its Market Research Division, has just issued a report devoted to its survey on candy and confectionery sales in the United States during 1951.



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The report is a comprehensive analysis of the distribution of candy and confectionery products at the retail level.

• The National Confectioners' Association, Quartermaster Food and Container Institute and the Southern Regional Research Laboratory held a two-day candy eating session at the Georgia Experiment Station, Griffin, Georgia during August, when they scored over 200 samples of candy for taste, texture, appearance and other characteristics.



Shown here is a group of candy experts examining over fifty varieties of commercial candy which have been frozen for various lengths of time at the Georgia Experiment Station.

Shown (l-r) are Dr. J. G. Woodruff, Chairman, Food Processing Div., Georgia Experiment Station; H. B. Cosler, Quartermaster Food and Container Institute; G. Lloyd Latten, Schutter Candy Co.; Justin J. Alkonis, Paul F. Belch Co.; John O'Rourke, Mars, Inc.; Helen Robinson, NCA Candy Project, Southern Regional Research Laboratory; Robert B. Schnering, Curtiss Candy Co.; Walter Richmond, Norris Candy Co.; and Dr. F. F. Cowart, Head, Georgia Experiment Station.

• American Association of Candy Technologists has scheduled a Sanitation Meeting to be held at

the Essex Hotel, Philadelphia, on October 21. This meeting will be co-sponsored by National Confectioners' Association, Pennsylvania Manufacturing Confectioners' Association, Philadelphia Association of Manufacturers of Confectionery and Chocolate, and the American Association of Candy Technologists, Philadelphia. Speakers at the dinner meeting will be Gerald S. Doolin, NCA Sanitation Director, and Fred B. Jacobson, Entomologist, Stephen F. Whitman & Sons, Philadelphia. Government officials have also been invited to participate in this meeting.

• Theatre Owners of America held their 1952 Annual Convention and Trade Show September 14 to 18, in the Shoreham Hotel, Washington, D. C. Trade show exhibitors included several well-known confectionery firms.

• The Wholesale Confectionery Industry Foundation, sponsored by the National Candy Wholesalers Association, reports that more than three-fourths (77.1%) of the production of all candy bar manufacturers is sold through candy wholesalers and other types of wholesale and independent retail distributors of the country.



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BOSTON, NEW YORK, CHICAGO, LOS ANGELES, OAKLAND, SALT LAKE CITY, SEATTLE

Distribution • Sales • Advertising |



• **Sweetest Day** will be observed this year on Saturday, October 18. All over America the day will be officially proclaimed and celebrated in private or publicly, according to whims and inclinations of the celebrants. It is primarily a day set aside to make someone happy, and is a reminder that a thoughtful word or deed enriches life and gives it meaning. One of the sweetest gifts or remembrances that can be found, of course, is **CANDY**. Wise confectioners are taking advantage of this time to promote their products carefully.

• **Hershey Chocolate Corp.** and **Glidden Co.** are joining advertising forces in a national promotion of "wonder-fudge," a new confection which can be made at home with very little effort and at a cost considerably below that paid for ready-made fudge. Hershey's semi-sweet Dainties and Durkee margarine and coconut are the principal ingredients, to which the home fudge-maker simply adds sugar, water and flavoring.

• **The Barricini** candy chain opened its thirty-sixth store with an all-day open house. The opening day's gross sales were contributed to the Town and Village Polio Fund for Willard Park Hospital.

• **Loft Candy Shop** recently opened in Schenectady will have Mrs. Josephine Crawford as the manager.

• **American Chiclé Company** will sponsor three well-known CBS radio programs this Fall—"Meet Millie" starring Audrey Totter, "FBI in Peace and War," and "Mr. Keen, Tracer of Lost Persons."

• **William Wrigley, Jr., Company**, has opened a nine-state sales headquarters in the Thomas Building, Dallas, Texas. The office will handle much of the sales and promotional work formerly done in Chicago. During the past ten years the company's southwest volume has doubled in size.

• According to a survey recently completed by the **National Association of Tobacco Distributors**, the per capita consumption of candy reached an all-time high last year, amounting to \$10.72 per sweet tooth.

• **Motta**, confectionery manufacturer of Milan, Italy, has opened New York offices, with warehouses to handle the firm's 600 different products for distribution in the United States and Canada.

for Superior Quality Jelly Candies that stay fresh months longer...



Exchange

**CITRUS
PECTIN**

Write for information and free sample

SUNKIST GROWERS

PRODUCTS DEPARTMENT • ONTARIO, CALIFORNIA

400 W. Madison St., Chicago 6, Ill. • 99 Hudson St., New York 13, N. Y. • 318 Cadiz St., Dallas 2, Texas

National Advertising

The following National Advertising listings have been compiled and arranged as an informative service to the confectionery industry.

Information on magazine advertising expenditures is printed by The MANUFACTURING CONFECTIONER with the special permission of Publishers Information Bureau.

The radio advertising table is compiled and arranged by the staff of The MANUFACTURING CONFECTIONER from network and private sources.

These listings have been a regular feature of The MANUFACTURING CONFECTIONER publications since May, 1951.

Magazines

				July
Advertiser	Magazines	April Expenditure	Total 1952	Total 1951
Fred W. Amend Co.				
	Last advertised in January, 1951	\$	\$	\$ 1,195
Barracal Candy Co.				
	Last advertised in April, 1951			3,170
Beech-Nut Packing Co. (Beech Nut Gum)				
	Family Circle Magazine	6,610	111,560	112,555
Blumenthal Bros.				
	See July, 1952, issue		1,367	2,605
Blum's Confectionery				
	See September, 1952, issue		1,558	3,406
E. J. Brach & Sons				
	Last advertised in Nov., 1951			124,897
Brown & Haley Candy Co. (Almond Roca)				
	See August, 1952, issue		5,695	21,750
Candy Pack, Inc. (Swedish Mints)				
	Last advertised in August, 1951			192
Cobbs Fruit & Preserving Co. (Honeysuckle Candy)				
	See September, 1952, issue		4,028
The Cracker Jack Co. (Campfire & Angelus Marshmallows)				
	Woman's Home Companion	8,650	38,820	57,689
Cresca Co., Inc. (Lindt Candy)				
	See August, 1952, issue		4,694	7,575
Cresca Co., Inc. (Pascall Candy)				
	New Yorker	167	4,707	3,981
Crosse & Blackwell, Inc. (Keiller's Candy)				
	Gourmet—185; New Yorker—394; Sunset Magazine—391	970	4,489	8,417
Curtis Candy Co.				
	American Girl—2,200; Better Living—5,475; Everywoman's Magazine—5,475; Ideal Woman's Group—5,200	18,350	92,800	113,308
DeMet's, Inc. (Turtles)				
	See March, 1952, issue			25,980
Flavour Candy Co.				
	See January, 1952, issue			455
Frank H. Fleer Corp. (Fleer's Bubble Gum)				
	Life—5,440; Look—5,100; Saturday Evening Post—3,840	14,380	102,176	72,720
John O. Gilbert Chocolate Co.				
	Holiday	1,250	4,480	4,840
H. Hamstra & Co. (Droste Chocolates)				
	See August, 1952, issue		1,468	2,411
Henry Heide, Inc.				
	Life—2,720; Saturday Evening Post—1,920	4,640	33,015	57,300
The Kroger Co.				
	See January, 1952, issue			2,460
Liberty Orchards Co. (Aplets, Cottelets)				
	See February, 1952, issue			499
Life Saver Corp.				
	See September, 1952, issue		281,970	465,565
Mars, Inc.				
	See August, 1952, issue		86,300	178,330
National Dairy Products Corp. (Kraft Caramels)				
	Last advertisement in June, 1951			61,300
New England Confectionery Co. (Necco Candies)				
	See September, 1952, issue		44,100	155,980
Pangburn Co.				
	See July, 1952, issue		9,480	6,420
Peter Paul, Inc. (Mounds & Almond Joy Bars)				
	See September, 1952, issue		139,206	272,217
Planters Nut & Chocolate Co.				
	See September, 1952, issue		74,670	170,398
Thomas D. Richardson Co.				
	See September, 1952, issue		50,735	67,130
Rockwood & Co. (Rockwood Wafers)				
	See May, 1952, issue		19,585	119,685
Safeway Stores, Inc. (Roxbury Candy) & Fluff-i-est Marshmallows)				
	Family Circle Magazine	1,406	7,206	11,700
Frank G. Shattuck (Schrafft's Chocolates)				
	See August, 1952, issue		44,640	77,330

Sophie Mae Candy Corp.			
See August, 1952, issue	27,589	23,729	
Russell Stover Candies			
See March, 1952, issue		9,625	
Sweet Candy Co.			
Last advertised in March, 1951		700	
Sweets Co. of America, Inc. (Tootsie Rolls)			
See September, 1952, issue	3,138	43,659	
Switzer's Licorice Co.			
Ladies' Home Journal—1,187; Look—1,264; Woman's Day—1,490 Total	3,941	20,898	70,150
Vernell's Fine Candies, Inc.			
Life—2,016	2,016	24,076	2,485
James O. Welch Co. (Coconut bar & Mint Patties)			
See August, 1952, issue		84,889	164,934
Stephen F. Whitman & Sons, Inc.			
Saturday Evening Post	20,360	220,080	398,230
Wilbur-Suchard Chocolate Co., Inc.			
See March, 1952, issue			44,400
R. C. Williams & Co., Inc. (Tobler Candy)			
See May, 1952, issue		3,500	5,753
William Wrigley, Jr. Co.			
Better Living—3,860; Everywoman's Magazine—3,450; Family Circle Magazine—8,328; Parent's Magazine—3,850; Today's Woman—2,200; Woman's Day—8,476	30,164	206,572	295,020
Zion Industries, Inc.			
Family Circle Magazine	150	150	105
Total Magazine Advertising Expenditure	\$113,054	\$1,759,641	\$3,249,250

Radio and Television


August

Sponsor	Network	No. of Stations	Time
American Chicle Co.	ABC	259	5 30-min. shows
		263	4 30-min. shows
		280	5 15-min. shows
	ABC-TV	48	4 30-min. shows
	NBC-TV		5 10-min. shows
Frank H. Fleer	CBS	176	4 30-min. shows
		176	5 30-min. shows
	ABC-TV	9	5 15-min. shows
	CBS-TV	47	5 30-min. shows
	ABC-TV	26	5 15-min. shows
	Mutual	525	2 30-min. shows
	CBS	179	5 30-min. shows
		186	4 30-min. shows
		186	5 30-min. shows
		186	4 30-min. shows
M. & M., Ltd.	CBS-TV	186	4 30-min. shows
		186	4 30-min. shows
		186	4 30-min. shows
		186	4 30-min. shows
		11	5 30-min. shows
Sweets Co. of America			
Williamson Candy Co.			
William Wrigley, Jr. Co.			

*Program is co-sponsored



For **DUTCH PROCESS** Cocoa and Chocolate...

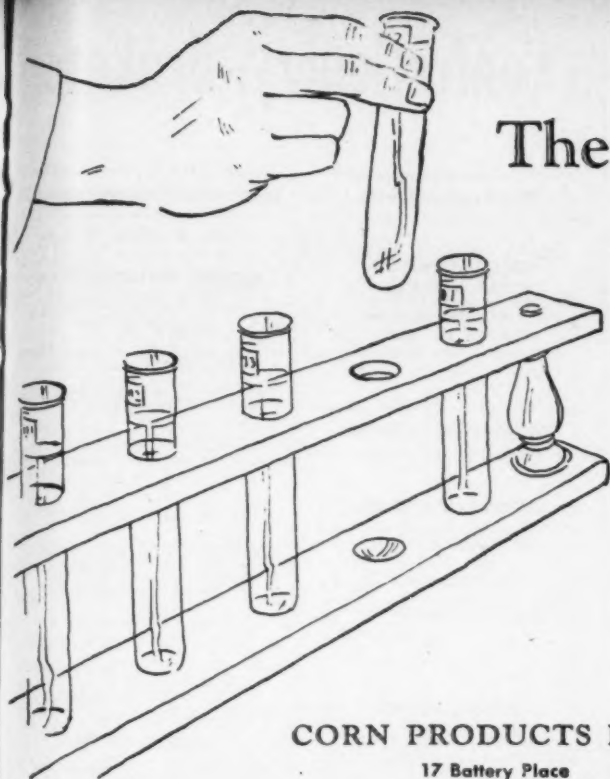
SOLVAY Potassium Carbonate



Dustless Calcined 99% - 100% Liquid 47%
Hydrated 81% - 85%

SOLVAY SALES DIVISION
Allied Chemical & Dye Corporation
40 Rector Street, New York 6, N.Y.



The Right Choice...

**Choose the one right syrup,
sugar or starch...**

for your specific formula requirements...
from the world's most complete line of
quality corn syrups, dextrose and starches.

Technical service is yours, at no obli-
gation, for any production problems in-
volving the use of these versatile products
of corn. Take advantage of this specialized
assistance now.

CORN PRODUCTS REFINING COMPANY

17 Battery Place • New York 4, N. Y.

Manufacturers of

CERELOSE
brand dextrose

PURITOSE
brand corn syrup

GLOBE
brand corn syrup

BUFFALO
brand corn starch

HUDSON RIVER
brand corn starch

SPEAS

APPLE PRODUCTS

the Standard of Quality
for sixty years

NUTRL-JEL

for preserves, jams,
jellies, marmalades

CONFECTO-JEL

for jellied candies

CONFECTO-JEL—a buffered
apple pectin mixture for
jellied candies—ready for
use.

CONCENTRATED APPLE JUICE

Plants in Apple Regions From the Atlantic to the Pacific

SPEAS COMPANY, General Offices, Kansas City 1, Missouri

BURCO Products . . . "BEST by TEST"

Variation in the finished product, regardless of cause is risky . . .

BURCO Products are "Basic Ingredients" of year-after-year uniformity. . . . A firm foundation on which to build REPEAT business.

Outstanding Formula Using CENTER-ROLL CREME

We recommend that you try Center Roll Kreme, the finest Hand Roll Cream on the market. An outstanding formula for Hand Roll Chocolates using Center Roll Kreme is:

Place in a kettle 50 lbs. Sugar, 5 lbs. Corn Syrup, 3 lbs. PECTOLENE and add sufficient water to dissolve. Cook to 244 degrees. Cream up on beater. When cloudy add 11 lbs. CENTER ROLL KREME. Flavor to suit. Cream to set, hand roll and dip in Chocolate.

NU-KREME—Grade A of all Nougat Creams.

DIPPING PIECES—Molasses Honeycomb Chips, Peanut Butter Chips, Toasted Coconut Chips, Chocolate Center Chips, Almond Butter Sticks, Mint Pillows and Peanut Butter Pillows.

BURCO NOUGAT CREME—The All Purpose Nougat Cream.

TOPPINGS—Marshmallow, Butter-scotch, Caramel and Chocolate Fudge.

Formula Book "Recipes for Better Candies" sent with initial order

CONFECTIONERS PECTIN—For Cut Slab Jellies.

NU-MILK—Whole Milk in Plastic form for Caramels and Fudges.

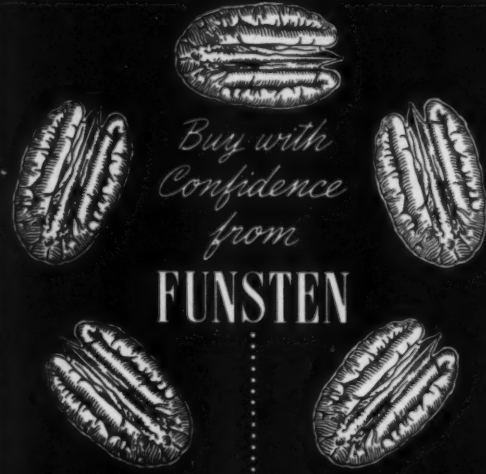
FRESH COCOANUT PASTE—Ready to use for Chocolate or Bon Bon Centers.

PECTOLENE—A Pectinized Invert Sugar Product.

CENTER-ROLL KREME—for Soft-flowing Creams.

KREME-TEX—for Creamy Fudge and Caramels.

BURKE PRODUCTS CO., INC.
117 W. HUBBARD STREET CHICAGO 10, ILLINOIS



Buy with
Confidence
from
FUNSTEN

Specially Selected
for Flavor and Size

PECANS of Quality

FOR OVER 50 YEARS

R.E. Funsten Co. 1515 Delmar, St. Louis 3, Mo.

Confectionery Brokers

New England States

JESSE C. LESSE CO.

Confectionery
Office and Sales Room
161 Massachusetts Ave.
BOSTON 15, MASS.
Territory: New England

Middle Atlantic States

JAMES A. BRADY CO.

412-13 Scranton Real Estate Bldg.
SCRANTON 2, PENN.
Phone 7-2222
Concentrated coverage of the
candy and food trade in N. E.
Penna. "The Anthracite"

MANNY MILLER

246 So. 46th St.
PHILADELPHIA 39, PENN.
Specialist with the Super Market
& Wholesale Grocery Trade for
Nineteen years, in this Concentrated
Area.

HERBERT M. SMITH

318 Palmer Drive
NO. SYRACUSE, NEW YORK
Terr: New York State

IRVING S. ZAMORE

2608 Belmar Place
SWISSVALE, PITTSBURGH 18, PA.
29 Years Experience
Terr: Pennsylvania, excluding
city of Philadelphia

South Atlantic States

JIM CHAMBERS

Candy Broker
84 Peachtree Street
ATLANTA 3, GEORGIA
Terr: Ga., Ala., and Fla.

WM. E. HARRELSON

Candy & Allied Lines
5308 Tuckahoe Ave.—Phone 44280
RICHMOND 21, VIRGINIA
Terr: W. Va., Va., N. & S. Car.

ROY E. RANDALL CO.

Manufacturers' Representative
P. O. Box 605—Phone 7590

COLUMBIA 1, SO. CAROLINA

Terr: No. & So. Carolina
Over 25 years in area

South Atlantic States (cont'd)

BUSKELL BROKERAGE CO.

1135 East Front Street
RICHMOND, VA.
Contact Wholesale Groceries, Candy
Jobbers and National Chains
Terr: Va., W. Va., Eastern Tenn.,
and Eastern Kentucky

W. M. (BILL) WALLACE

Candy and Specialty Items
P. O. Box 472—111 Rutland Bldg.

DECATUR, GEORGIA

Terr: Ga. & Fla.
Thorough Coverage

SAMUEL SMITH

2500 Patterson Ave. Phone 22318
Manufacturers' Representative

WINSTON-SALEM 4, N. CAROLINA

Terr: Virginia, N. Carolina,
S. Carolina

IRVIN P. NORRIS

Manufacturing Representative
Austin Circle
DECATUR, GEORGIA
Candy—Novelties—Package Foods
Territory: Ga., Fla., Ala. & Tenn.

East No. Central States

G. W. McDERMOTT

100 North Raymond St.—Phone 382

MARINETTE, WISCONSIN

Terr: Wisc. & Upper Mich.—covered
every five weeks.

ROGER ETTLINGER

Phone Townsend 8-5369
16525 Woodward Ave.

DETROIT 3, MICHIGAN

Terr: Entire state of Michigan

BERNARD B. HIRSCH

1012 N. 3rd St.

MILWAUKEE 3, WISCONSIN

Terr: Wisc., Ia., Ill. (excluding Chi-
cago) Mich. (Upper Penn.)

IRWIN R. TUCKER COMPANY, INC.

308 W. Washington Street
Chicago 6, Illinois
Complete Coverage of Chicago
Market

Confectionery Brokers (Cont'd)

East No. Central States (cont'd)

H. K. BEALL & CO.
308 W. Washington St.
CHICAGO 6, ILLINOIS
Phones RANDolph 1618-1628
Territory: Illinois, Indiana,
Wisconsin
25 years in the Candy Business

ARTHUR H. SCHMIDT CO
815 Erieside Ave.
CLEVELAND 14, OHIO
Terr: Ohio, Member Nat'l. Conf.
Salesmen Ass'n.
Buckeye Candy Club

East So. Central States

R. HENRY TAYLOR
Candy Broker
Box 1456—Phone 4-2763
LEXINGTON, KENTUCKY
Territory: Kentucky and Tennessee

FELIX D. BRIGHT & SON
Candy Specialties
P. O. Box 177—Phone 8-4097
NASHVILLE 2, TENNESSEE
Terr: Kentucky, Tennessee, Ala-
bama, Mississippi, Louisiana

J. L. FARRINGER CO.
FRANKLIN, TENNESSEE
Established 1924
Territory: Tenn., Ky., and W. Va.
3 Salesmen covering territory

AUBREY O. MAXWELL CO.
91 Franklin St.
NASHVILLE 3, TENN.
Manufacturers Sales Agent
Territory: Middle Tennessee

West No. Central States

ELMER J. EDWARDS
CANDY BROKERAGE
5352 31st Ave. So.
MINNEAPOLIS 17, MINN.
Phone: Pa. 7659
Terr: Minn., N. & S. Dak.—Special
attention given to Twin City trade

GRIFFITHS SALES COMPANY
725 Clark Ave.—Phone GA. 4979
SAINT LOUIS 2, MISSOURI
We specialize in candy and
novelties.
Terr: Mo., Ill., and Kan.

West So. Central States

JAMES A. WEAR & SON
P. O. Box 27
BALLINGER, TEXAS
Personal Representation
Territory: Texas

Mountain States

CAMERON SALES COMPANY
3000 Monaco Parkway
Denver, Colo.
Dexter 0881

Candy & Allied lines. More than ten
years coverage of Colo., Wyoming,
Mont., Idaho & Utah

JERRY HIRSCH
Manufacturers' Representative
Candy and Specialty Items
4111 E. 4th St.

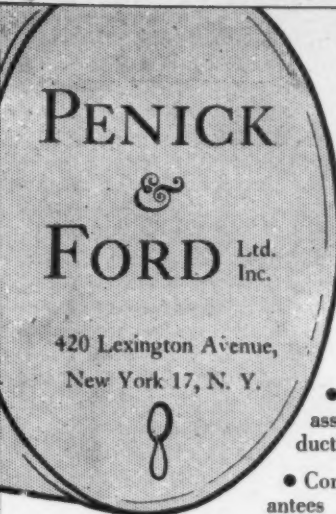
TUCSON, ARIZONA
Territory: Arizona, New Mexico
& El Paso, Texas

AR-N-TEX
P.O. Box 1442
ALBUQUERQUE, NEW MEXICO
Brokers of Fine Candies
and
Interesting Novelties
We believe in "detail" work
Three Men covering:
West Tex., N. M., Ariz., Colo., Utah

G & Z BROKERAGE COMPANY
New Mexico—Arizona El Paso
County Texas
P. O. Box 227 **ALBUQUERQUE**
N. Mex.

Personal service to 123 jobbers,
super-markets and department
stores. Backed by 26 years ex-
perience in the confectionery field.
We call on every account person-
ally every six weeks. Candy is
our business.

KAISER MICHAEL
Broker
Manufacturers' Representative
"Worlds Finest Candies"
911 Richmond Drive, S.E.
ALBUQUERQUE, NEW MEXICO
Terr: New Mexico, Arizona & El
Paso, Texas area



**PENICK
&
FORD** Ltd. Inc.

420 Lexington Avenue,
New York 17, N. Y.

**IS
OUT
FRONT**

with **PENFORD**
CORN SYRUP


because:

- Uniform quality is assured due to high production standards.
- Continued research guarantees you a finer, purer, product.

Corn Syrup

Factory: Cedar Rapids, Iowa

Chocolate Coatings



Rich, dark Vanilla and
luxuriously smooth Milk for the very
finest confectionery centers.

Ambrosia

SINCE 1894

AMBROSIA CHOCOLATE CO. MILWAUKEE 3, WIS.

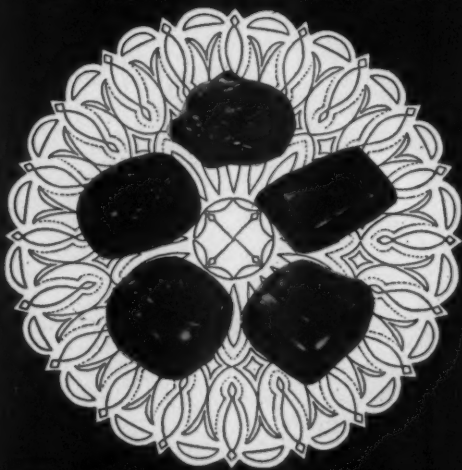


Photo by Armstrong Roberts

"I don't care who your sister married!
We standardized on ***B*B*** chocolate
years ago... the quality is always
uniform and the service is tops!"



BLUMENTHAL BROS. CHOCOLATE CO.
Margaret & James Sts., Phila. 37, Pa.



Fine chocolate coatings

CONSISTENT QUALITY

NESTLÉ'S, PETER'S, RUNKEL'S
CHOCOLATE COATINGS, LIQUORS, GRANULES

The Nestlé Company inc.

2 WILLIAM ST., WHITE PLAINS, N. Y.

Confectionery Brokers (Cont'd)

Pacific States

CARTER & CARTER

Confectionery Mfr's Representative
since 1901

91 Connecticut St.

SEATTLE 4, WASHINGTON

Offering dependable representation
in the states of OREGON & WASH-
INGTON

Randall Schmoyer (owner)

MALCOLM S. CLARK CO.

1487 1/2 Valencia St.
No. Cal., Nev., & Hawaii

SAN FRANCISCO 10, CALIF.

923 E. Third St.—Southern California

LOS ANGELES 13, CALIF.

Terminal Sales Bldg.

Wash., N. Idaho

SEATTLE 1, WASH.

903 Park Road

Ariz., New Mex., W. Texas

EL PASO, TEXAS

HARRY N. NELSON CO.

112 Market St.

SAN FRANCISCO 11, CALIF.

Established 1906

Sell Wholesale Trade Only

Terr: Eleven Western States

I. LIBERMAN

SEATTLE 22, WASHINGTON

Manufacturers' Representative

1705 Belmont Avenue

Terr: Wash., Ore., Mont., Ida.,
Utah, Wyo.

GEORGE R. STEVENSON CO.

Terminal Sales Building

SEATTLE, WASHINGTON

Territory: Wash., Ore., Ida., Mont.
Over 20 years in this area.

RALPH W. UNGER

923 East 3rd St.

Phone: Trinity 8282

LOS ANGELES, CALIFORNIA

Terr.: Calif., Ariz., N. Mex.,
Hawaiian Islands

GENE ALCORN & CO.

1340 E. 6th Street

LOS ANGELES 21, CALIFORNIA

383 Brannan Street

SAN FRANCISCO 7, CALIFORNIA

Territory: State of California

• **Shirley K. Smith Company**, confectionery broker, located at 1420 East Seventh Street, Charlotte, North Carolina, recently announced the organization of a new confectionery brokerage company, covering Virginia, North Carolina and South Carolina. The lines represented include Frank H. Fleer, Bradley Candy, Pecher Lozenge, Sperry Candy, and F. B. Washburn Candy Corporation.

• **Frozen chocolates**, displayed in a self-service freezer, more than doubled boxed candy sales in less than a year's time, according to Herbert Esh, owner of the Esh Drug Store in Barrington, Illinois. Frozen candy is ideal for year round sale. A new candy packaging process preserves the flavor and eliminates discoloration. The new marketing method is gaining favor with merchandisers everywhere, and has proven to be a boon to chocolate selling during the hot weather months.

• **Gregg International, Inc.**, 16-20 West 19th Street, New York City, has been appointed sole distributors for the United States of the Marabou chocolate line made by the Marabou Company of Stockholm, Sweden.

• **Philip Morris** has put out its third sticker in cooperation with the candy industry. This sticker shows Johnny pointing to the slogan: "Everybody loves good candy. Take some home today and don't forget to 'Call for Philip Morris'". All Philip Morris salesmen have these stickers available for various display uses.



The MANUFACTURING CONFECTIONER'S

Clearing House



MACHINERY FOR SALE

Latest Model

24" GREER COATING EQUIPMENT

Built in 1950

Reconditioned—
GUARANTEED

Includes the following:

- 2 Coaters
- 2 Pre-Bottomers, with 10 ft. refrigerated slabs and compressors
- 2 Automatic Feeders

Items can be purchased individually, if desired.

Priced right for quick sale.

J. W. Greer Company

119 Windsor Street
Cambridge 39, Mass.

MACHINERY FOR SALE

FOR SALE—one 3 ft. Savage Cream Beater, Elect. heated Bonbon Pots, Elect. heated Chocolate Warming tanks, Batch Warmers, gas & elec. type, also platform scales. S Z Candy Machinery Co., 1140 No. American St., Philadelphia 23, Penn.

MACHINERY FOR SALE

GREER 24" COATER, newest type, with automatic Feeder, Bottomer, 50 ft. Cooling Tunnel, 90 degree Turntable, 40 ft. Packing Table. Has seen little service. Must be sold immediately. Box No. 1027, The MANUFACTURING CONFECTIONER.

PUBLIC AUCTION

WEDNESDAY & THURSDAY

OCTOBER 15th & 16th 1952

STARTING 10:30 A.M. EACH DAY
ON THE PREMISES OF

Shotwell Mfg. Co.

3501 W. POTOMAC AVE.,

CHICAGO, ILLINOIS

**STANDARD, HIGH GRADE, MODERN
CONFECTIONERY MACHINERY AND
EQUIPMENT, PLANT EQUIPMENT, OFFICE
FURNITURE AND BUSINESS MACHINES . . .
ALL IN TOP CONDITION . . . TO BE SOLD
PIECE BY PIECE TO THE HIGHEST BIDDERS
.. BY ORDER OF THE BOARD OF DIRECTORS!**

IMMEDIATE DELIVERY

NO APPROVAL IS REQUIRED

**Illustrated, Descriptive Circular Mailed on Request
WRITE — WIRE — PHONE**

SAMUEL L. WINTERITZ & CO.

Auctioneers • Liquidators • Appraisers

FIRST NATIONAL BANK BLDG., CHICAGO 3, ILL.

FOR SALE: Laboratory model Friend hand roll machine; large oil peanut roasting outfit; 3, 4, & 5 ft. ball cream beaters; York batch rollers; 3 x 5 steel and cast iron water cooled slabs; syrup and chocolate pumps; chocolate melters, all sizes caramel cutters hand or power; Karmelkorn outfit; Racine sucker machine with interchangeable hard goods rolls; Hobart & Triumph vertical 3 speed mixers; Savage fire mixers; National Equipment cream depositors; forced draft and atmospheric gas candy furnaces with open fire copper kettles. Bargain prices. National Confectioners' Machinery Co., 108 E. 2nd St., Cincinnati, Ohio. Telephone Parkway 1165.

FOR SALE—150 gal. Steam jacketed stainless steel Double Action Mixing kettle, 100 gal. steam jacketed kettle, Steel Starch Buck Depositor and Power Printer, 24 in. and 16 in. Enrobers with tunnel and refrigerator units complete, Cut Roll Machines, 5 ft. Cream beaters, Caramel cutters and tables, 300 and 500 lb. Chocolate Melters, Hand Copper Kettles, Forced and Natural Draft Stoves, Krimpac Wrapping Machine. S. Z. Candy Machinery Co., 1140 No. American St., Philadelphia 23, Penn.

MACHINERY FOR SALE (cont'd)

CANDY MAKING EQUIPMENT: Chocolate Dipping Tables; Bon Bon Dipping Tables; 5' Ball Beater; Hand Copper Kettles 25# to 200#; Steam Copper Premelt Kettles; Moulds; Depositors; M. M. Beaters; Nougat Cutters; Caramel Cutters; Hard Candy Machines; Brass Rolls; Slab Bars; Scales; Dough Mixer; Chocolate Dipping Boards; Wooden Stock Boards; Tables; Enrobers; Refrigeration Brine Plant Complete; Mold Boards; Depositor Pumps; Stock Boxes; Show Cases; and Counters. Weaver, Costello & Co., Inc., 234-36 Blvd. of the Allies, Pittsburgh 22, Penn.

FOR SALE: Racine Sucker Machine; Large 12-Tube Briggs or Wilcox Depositor machine for Hand Rolls or Coconut Creams, big capacity; Copper Jacket Marshmallow Beater \$65; 1000 lb. Crystal Rack and Screen Pans. Gurley's, 1600 3rd St. N., Minneapolis, Minn.

HUDSON SHARP CAMPBELL Automatic cellophane Wrapper. In excellent operating condition. Box No. 1030, **The MANUFACTURING CONFECTIONER.**

FOR SALE: Friend Hand-Roll Super-Dreadnought cutting machine completely automatic operation. Capacity 500 lbs. Community Industries, Sullivan, Illinois.

LYNCH WRAP-O-MATIC BAR WRAPPER. A real good buy for the man who needs it. Box No. 1029, **The MANUFACTURING CONFECTIONER.**

BERTON AUTOMATIC PLASTIC MACHINE. with Batch Roller, Sizer, Cooling Conveyor and dies. In fine condition. Box No. 1026, **The MANUFACTURING CONFECTIONER.**

ROSE 500 RAF WRAPPER. Just taken out of operation. Fine condition. Box No. 1028, **The MANUFACTURING CONFECTIONER.**

HELP WANTED

CHOCOLATE ENROBER OPERATOR WANTED for California candy retail manufacturer. Write stating age, experience and expected salary. Box No. 1023, **The MANUFACTURING CONFECTIONER.**

BUSINESS FOR SALE

BUSINESS FOR SALE: Modern candy store and fountain, one of the best corners in Western New York state. Present location 7 years. Modern front and air-conditioned. Store equipment five years old and in A1 condition. Small factory in new building in back of store, with good machinery. Long lease. Gross sales last year \$141,000. Legitimate reason for selling. Ira Powaner, 17 Court St. Buffalo, N. Y.

CHOCOLATE PACKAGE GOODS PLANT, high grade. Business increasing this year. Owner retiring. Box 1021, **The MANUFACTURING CONFECTIONER.**

FOR SALE: in Rapid City, S. D. The only candy kitchen in city. Good location, good equipment and good business. Montas Candy Kitchen, 520 Main Street, Rapid City, S. D.

POSITION WANTED

CANDY EXECUTIVE: Presently manager of factory in Canada. Wish to return to the States. Offer ability, candy know-how, plus years of experience in sales, production, purchasing. Have the initiative, creativeness and push needed to handle any real job in the candy field. If you have been looking for the right man to fill a long-felt want, write for complete details to Box 1031, **The MANUFACTURING CONFECTIONER.**

POSITION WANTED: Superintendent, over forty years experience in industry, twenty years as Supt. Past ten years in bar goods firms. Practical all-around candy maker. Capable of assuming full responsibility of plant operation. Box 1030, **The MANUFACTURING CONFECTIONER.**

POSITION WANTED: Experienced pan man and general line, steam and cold grossing, finishing and polishing, including chocolate pan line. 35 years experience. Box 926, **The MANUFACTURING CONFECTIONER.**

MACHINERY WANTED

WILL PURCHASE FOR CASH L. P. Pop Wrapping Machines. Box No. 1022, **The MANUFACTURING CONFECTIONER.**

WANTED: Package Machinery KH Long Salt-Water Taffy Wrapper. State age, condition and best cash price. Box No. 1027, **The MANUFACTURING CONFECTIONER.**

MISCELLANEOUS

HERE IS THE SOLUTION TO YOUR FREIGHT PROBLEMS in the south central and south western states. Medium-sized candy plant that can be converted to produce your type of candies. Interested, mainly in manufacturer with name brands. Good labor supply, close proximity to primary markets. Will sell outright or will relinquish full control to the right manufacturer. This proposition will stand strictest investigation. Before giving details it will be necessary that replies to this ad come direct from the interested parties. Box No. 1025, **The MANUFACTURING CONFECTIONER.**

CO-OPERATION! Swedish chocolate-sweet factory producing high-class qualities wishes to communicate with factories abroad, interchanging formulas and experiences. Mutual confidence. Box No. 1024, **The MANUFACTURING CONFECTIONER.**

CANDY CLOSEOUTS WANTED: We export and sell off the beaten path (auction fairs, etc.) Export Division, Phila Sales Co., 1023 Spring Garden St., Philadelphia 23, Pa.

OFFERINGS TO BUYERS

CELLOPHANE BAGS—SURPLUS STOCK
Large quantities of heat sealed bags—single, duplex, flat, gusset, side crimp, end crimp, folded end, tubes. All high quality merchandise at close-out prices.
NEW JERSEY CELLOPHANE BAG CO.
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WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

Cellophane BAGS

SHEETS • ROLLS • SHREDDINGS

Cellophane rolls in either boxes 100 R. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons—All Colors & Widths

Scotch Tape Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond Robert L. Brown
"At Your Service"
74 E. 28th St., Chicago 18, Illinois

CLASSIFIED ADVERTISING For the Convenience of Our Readers

The Manufacturing Confectioner's classified section is designed to aid candy men in obtaining or disposing of used equipment, services and miscellaneous items. You will find that it pays to read and use the classified section.

In replying to classified ads with box numbers, please address letters to: Box Number, **The MANUFACTURING CONFECTIONER**, 418 North Austin Blvd., Oak Park, Illinois.

Minimum insertion is 3 lines at 35c per line.
70c for bold face; not subject to agency discounts.

THE MANUFACTURING CONFECTIONER
418 No. Austin Blvd. Oak Park, Illinois

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**Must Clear Our Floors
To Make Space**

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Established 1912



**ALL PRICES REDUCED
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And Equipment From**

HUYLER'S

New York City, N. Y.

**OVER 5,000 MACHINES IN STOCK
A Few Modern Machines Just Secured**

Lynch Wrap-O-Matic Bar Wrappers, with electric eye.

Package Machinery Co. Model DF Bar Wrappers, with electric eye.

Hudson Sharp Campbell automatic cellophane Wrappers, with electric eye.

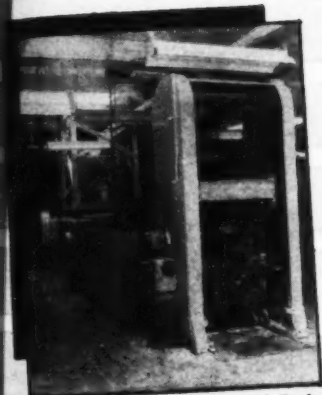
Package Machinery Co. Models FAQ and FA2 Box Wrappers.

Package Machinery Co. Models K and KD Wrappers for Kisses and Hard Candy.

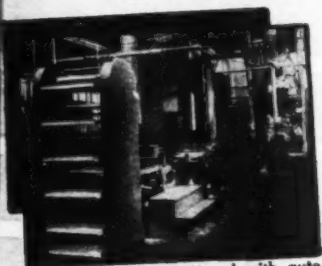
Hohberger Continuous Syrup Cooler and Cream Beater, up to 1800 lbs. hourly capacity.

**BUY NOW AND SAVE
All Offerings Are Subject To Prior Sale**

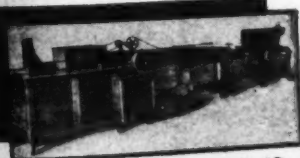
Write, Wire, Phone Collect To Our NEW YORK
or CHICAGO Offices For Details and Quotations



PRACTICALLY BRAND NEW National Equipment M-100 Mogul, with D-100 Depositor, Hydro-Seal Pump Bar, Harmonic Motion. Currie auto. Starch Tray Loader and Currie Wrapper. Hapman Starch Conveyor.



National Equipment Steel Mogul with auto. Currie Loader and Stacker. Huhn Dryer and Cooler, connected to Mogul with Starch Cleaner and all necessary conveying to operate automatically with Mogul.



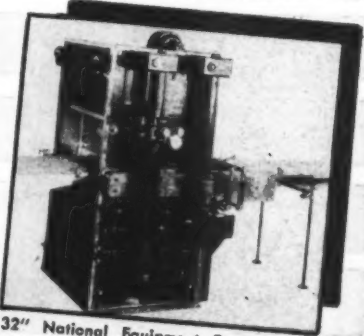
National Equipment automatic AD Wood Mogul.



PRACTICALLY BRAND NEW National Equipment Streamlined 24" and 34" Enrobers, with auto. Feeder, Bottomer, Temperature Controls, individual refrigerated Cooling Tunnel, Packing Table.



PRACTICALLY BRAND NEW Greer 24" Coater. With auto. Feeder, Bottomer, Temperature Controls, Cooling Tunnel, Packing Table.



32" National Equipment Enrober, with auto. Feeder, Cooler and Packer.

UNION CONFECTIONERY MACHINERY CO., INC.

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167 N. May St.

Canal 6-5333-4-5-6
Seely 3-7845

New York 12, N. Y.
Chicago, Illinois

Confectionately Yours

A young woman reported to Berlin, N. H., police, recently, that a burglar had stolen \$24 and an inexpensive ring from her apartment. The only clue police found was a sticky lollipop left in an ashtray.

* * *

In Wilhelmshaven, Germany, an eleven-year-old Sherlock Holmes got his man. The German boy told police that when he saw an American GI who was not chewing gum, he just knew he must be a imposter. And it turned out the boy was right, he was a refugee.

* * *

According to a recent Russ radio report, it's a Russian who has now become the inventor of the world's greatest Nutcracker.

Seems one Mahomet Andiev awoke one morning and said to himself, "What this world needs is a nutcracker that wastes no time getting to the kernel of the problem."

And so, after brooding on the matter on the Voroshilov collective farm in Russia's Belokansky district, he invented a nutcracker that cracks 1,320 pounds of nuts an hour, replacing 120 men (tsk! tsk!) who had been opening nuts in a primitive manner.

Even the radio reporter admitted that Mahomet was quite a remarkable man. Seems the gentleman is 101 years old, and he is now busily engaged in constructing a machine to string tobacco leaves.



RIBBONS

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Gros-Grain • Rib-on-nit
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R. C. TAFT CO.

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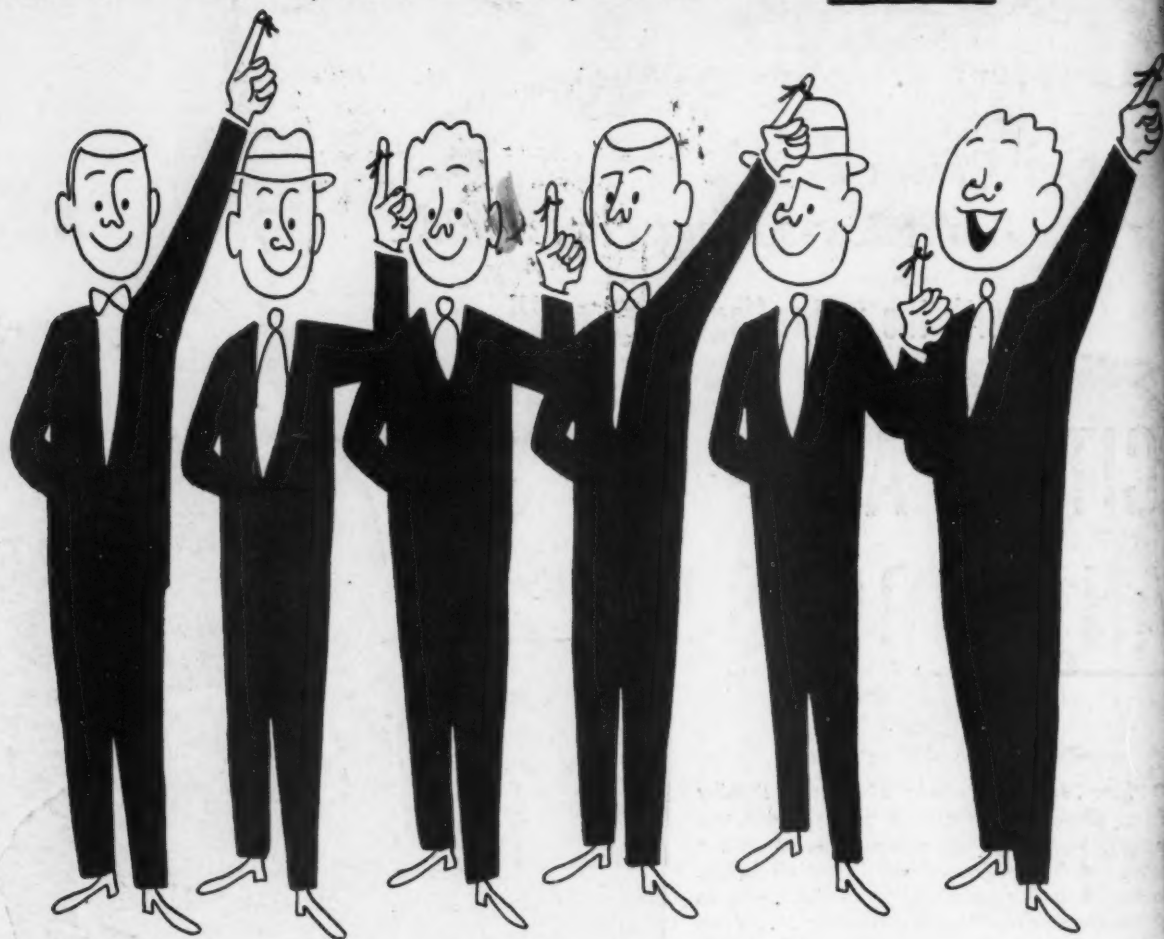
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